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TRANSPORTATION WAREHOUSING CONTAINERIZATION MATERIALS HANDLING



MOTO-TRUC

Builds Both

Walkie

Small Rider

Moto-Truc builds industry's most complete line of rugged, dependable walkie and small rider type industrial trucks.

Noted for their rugged simplicity and engineering excellence, Moto-Trucs actually cost less to buy than other competitive models. And, it's a fact — backed up by on-the-job cost records — that Moto-Trucs cost far less to operate and maintain too!

To cut handling costs with a minimum capital investment be sure you investigate the complete line of Moto-Trucs.

Get These Free Catalogs!

56R—Describes Moto-Truc small rider Models

56W — Gives full details on Moto-Truc walkies



The MOTO-TRUC co.

12407 TAFT AVENUE
CLEVELAND, OHIO

ECONOMICAL SPARE PARTS—another MOTO-TRUC exclusive

Moto-Trucs seldom need repairs but when they do you can count on fast delivery of low cost spare parts.

A handful of parts can keep your Moto-Truc in top operating condition for months or even years at a time. And, when repairs are needed you can make them quickly and easily because Moto-Trucs are easy to service.

Repair parts for Moto-Truc walkie and small rider models are a real bargain—compare prices and see for yourself!



The MOTO-TRUC co.

CLEVELAND, OHIO

BURLINGTON



Our growing nation has growing need for efficient railroad transportation. To supply this need, the Burlington is investing \$22,250,000 in new locomotives and freight cars this year. This is the price of progress—a further expression of our confidence in the future.

H. C. MURPHY, President



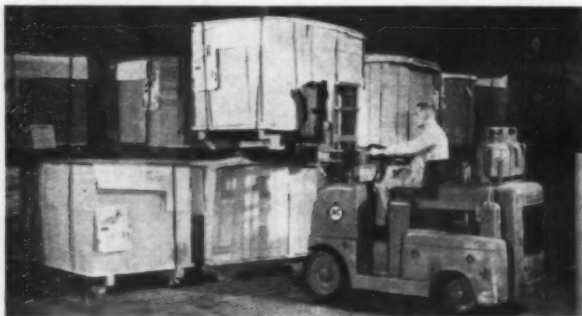
BURLINGTON LINES

This Allis-Chalmers FT-20 "passes" the cereal from warehouse to freight car. Enough cereal is loaded out every day to make up an entire freight train filled with Kellogg products.



Coming up—24 cases of Kellogg's Variety Packages. They are moved into storage by an Allis-Chalmers 2,000-lb lift truck. Operator Bill Bender was assigned to the original demonstrator and liked it right from the start.

Here a 6,000-lb Allis-Chalmers lift truck moves skids of printed flat cartons of paper for cereal packages into processing. Operator James Smyth likes the unit's smoothness, its visibility and above all, its speed. "The other day I loaded 15 boxcars and five semi-trailers with this truck in one shift," said Smyth.



They "pass the cereal" with Allis-Chalmers Lift Trucks at *Kellogg's*

Passing the cereal is serious business at the Kellogg Company plant in Battle Creek, Michigan. It has to be, for how can one take 728 million pounds of corn lightly . . . or 130 million pounds of rice . . . or 90 million pounds of bran? Yet these are just a few of the raw materials that are processed into cereal yearly and then shipped round the world.

Choosing lift trucks to handle this volume is also serious business. A demonstration showed that an Allis-Chalmers lift truck was apparently what both the company and the operators wanted.

Result: Kellogg now uses 21 Allis-Chalmers lift trucks — many of them around the clock — handling receiving, warehouse, and shipping operations . . . proving every day that there is a dollar-saving difference in lift trucks.

Let your Allis-Chalmers dealer show you why these lift trucks can also make a dollar-saving difference in your plant. Allis-Chalmers, Milwaukee 1, Wisconsin. BH-154



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POWER FOR A GROWING WORLD

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DISTRIBUTION AGE

THE MAGAZINE OF PHYSICAL DISTRIBUTION

TRANSPORTATION
 WAREHOUSING
 CONTAINERIZATION
 MATERIALS HANDLING

Vol. 60, No. 7

JULY 1961

CONTENTS

The Big Move in Urban Renewal.... W. N. Kinnard, Jr., and Z. S. Malinowski 27
Here are some ideas on how to overcome difficulties caused by forced relocation in cities

Air-Age Firms Find Greener Grass 28
An industrial district at Shannon Free Airport has low-cost transportation throughout the year

Fast Way Out for Bookcases Allen F. Ebbers 30
A spiral chute in an unused elevator shaft is saving this company \$2000 per year in labor

Directory of Industrial Districts 33
For picking a new warehouse location or trying to find a supplier's plant, check this list

New Profits Through Centralized Traffic Control Warren E. Crane 62
A few simple forms are helping this traffic department to contribute to the company profits

INDUSTRY CLOSEUP

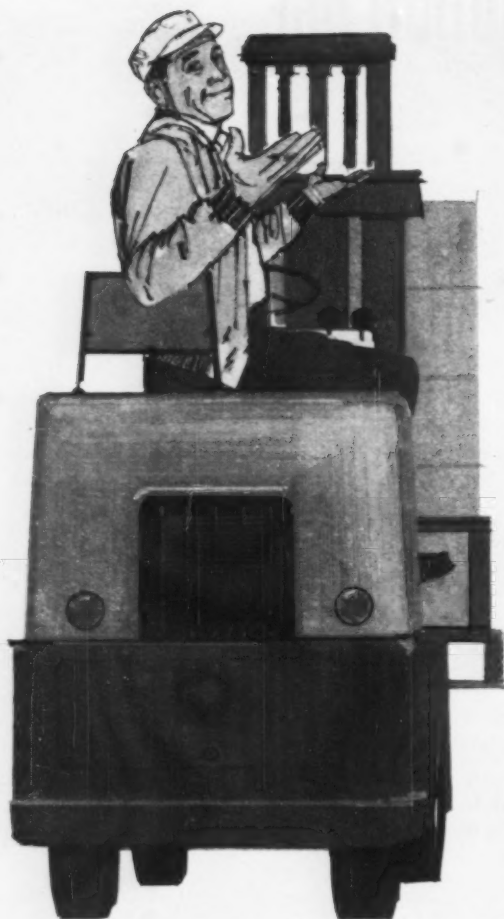
Handling Highlights 9
Symptoms, ailments, and cures for faulty hydraulic systems are detailed in this checklist

Freight Transportation 11
A selected list of commodities which led the rail and highway damage picture during 1960

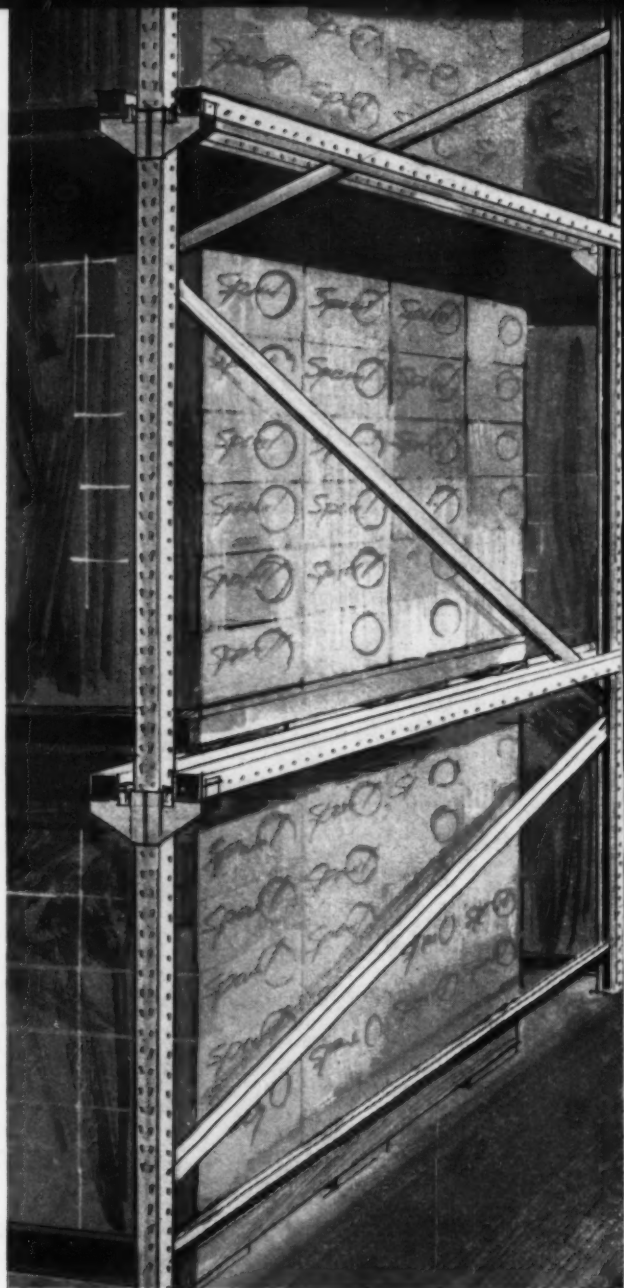
Containerization/Packaging 12
Adoption of standard container sizes and introduction of a new container type are top news

DEPARTMENTS

Chuting the News	7	Letters to the Editor	25
Coming Events	8	New Products	66
Washington Scope	14	Distribution Aids	68
Men in the News	18	Within the Law	70
On the Line	23	Classified Advertising	95



STUCK FOR STORAGE?



MAKE WASTED SPACE WORK with **NEW AIM**

Empty nooks and corners, even aisle areas, can pack payloads. Acme Steel makes it possible (and practical) with a new line of heavy-duty racks that permit *high density* storage of palletized items.

Customize with Standard Components

New AIM Brand Drive-In and Drive-Thru Racks *customize* your installations at lowest cost. Each installation is selected from a variety of arrangements to best suit type of material stored, loading and unloading requirements and the physical layout of your warehousing area. And *standard components* do the entire job!

Set a New Standard of Safety

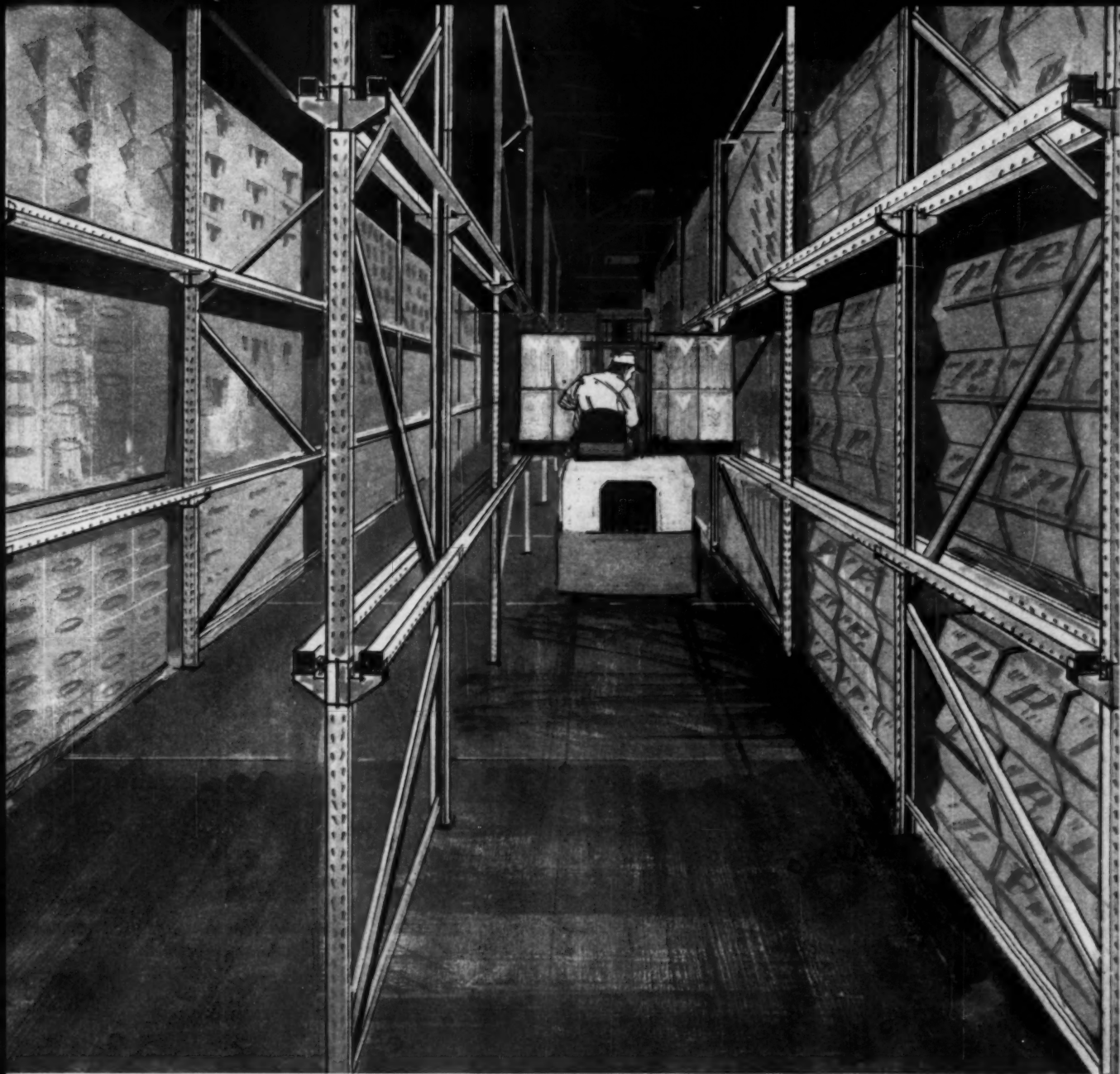
Full 3" square support rails have an exclusive two-way positive locking system—stud on outside and safety lock

bolt* on inside—to assure double protection against movement and rail disengagement. Rail support arms are locked to the column easily and quickly with the safety load lock.

Fastest Set-up and Adjustability

Frames are complete sections of two welded 3" x 3" columns and 1½" x 1½" channels (used as front-to-back and diagonal tie members). Keyhole slots in column faces, and round holes in sides, let you adjust support rails on 2" centers. Marks every 6" on sides speed rail placement and leveling without measuring.

New Drive-In and Drive-Thru Racks extend the safety, stability and convenience that has made AIM Brand "All-Purpose" Rack universally successful.



BRAND DRIVE-IN and DRIVE-THRU RACKS

Your local AIM Brand distributor has full facts. Call him for assistance in planning your customized rack layouts, using the Acme Steel line of standard components. Look in the yellow pages under RACKS or SHELVING.

For your FREE copy of new, picture-packed idea booklet, "How To Win the Race for Storage Space", write: Fabricated Materials Division, Acme Steel Company, Dept. DAD-71, 135th St. & Perry Ave., Chicago 27.

* Patent applied for



**IDEA LEADER IN
FRAMING**



All-Purpose Racks customize your general storage with standard components.



AT UNITED'S NEW CARGO SERVICE CENTERS, TRAINED EXPERTS PLAN YOUR SHIPMENT WITH EXTRA CARE

Call United to ask about the best way to ship by air—air freight, air parcel post or air express.

Ask about your shipment or schedule or rates. About tariff regulations, reserved space, door-to-door pickup or delivery service.

Answers are only a finger tip away from your United Cargo Specialist.

Some of the answers are in the electrically rotating section of the "Mainliner® Freight Desk."

Others come from the operating base in Denver. A desk-side phone makes a direct connection.

If the answer to your question is in the terminal's freight processing area, a public address system puts everyone in the terminal on call.

There's even a teletype network linking the 117 cities United serves.

So all of the information about your shipment is only minutes away from your United Cargo Expert.

Your contact at United's "Mainliner Freight Desk" is a trained cargo expert—equipped to answer your questions... fast. Another example of the way United takes *Extra Care* to serve you best.

So put your next shipment on United, serving you with the world's largest jet fleet. Call your Freight Forwarder, or your United Sales Office.



**WORLD'S LARGEST JET FLEET—
KNOWN FOR EXTRA CARE**

CHUTING THE NEWS

Grim Competitive Picture Predicted for Carriers

"A grim competitive picture" for the trucking industry was predicted at the recent meeting of the Customer Relations Council, American Trucking Associations, Inc.

William B. Saunders, transportation consultant, made the prediction. However, he added that "potential traffic in 1961 will be somewhat greater than in 1960." The speaker stressed three ingredients for successful selling of common carrier truck service—carriers must know their own costs, the costs of rail and private carriers, and the shippers' total needs.

The organization voted to change its name. During the final day of the Washington, D. C., meeting the group adopted as its name the Sales Council.

William G. Mitchell, director of sales for Eastern Express, Inc., Terre Haute, Ind., was elected president. The title for this office was formerly chairman. G. E. St. Jeor, general sales manager, Interstate Motor Lines, Salt Lake City, Utah, last year's chairman, became this year's chairman of the board.

Joint Survey of Transportation

A survey of all transportation equipment that will be available in emergencies is being conducted jointly by the National Defense Transportation Agency and the Office of Civil and Defense Mobilization. Approximately 14,000 NDTA members will collect the data. After collection, the data will be turned over to interested government agencies for study.

Regular Common Carrier Conference Board of Governors Hears Presidential Aide Speak About Transportation

Former Dean of Harvard Law School James M. Landis, who is now a special assistant to President Kennedy, addressed the Board of Governors of the Regular Common Carrier Conference at its recent meeting in Chicago.

There were three issues of great importance which the Board asked

Landis about. They were: revitalization of federal regulatory agencies, the administration's policy toward transportation, and the effect of ICC reorganization on the highway common carrier industry.

Alex Dreier, well-known radio and television commentator, was another speaker. He spoke to the board about domestic and foreign affairs and the future of the nation in general.

Conference Chairman Michael P. Murphy, vice president of Gateway Transportation Co., Chicago, Ill., said that the purpose of the meeting was to devise sound policies for highway common carriers to follow. The chairman said, "I believe operations and equipment will receive added attention. Some means must be found to make every move contribute toward clean, profitable operations." He further commented on the rapid changes occurring in the industry. "New tax proposals, new ideas in regulation, new competitive concepts—all these and more have come at us with a rush."

Fibre Box Association Studies Containerization

The Fibre Box Association in its 22nd spring meeting, heard a report on the effect of containerization on the fibre box industry.

The report was given by Clarence F. Smith, chairman of the Transportation Policy Committee.

"Containerization presents a definite challenge to our industry," Smith said. "We should be fully acquainted with its development and it is suggested that our members explore every possibility of adapting our products to the needs of containerization while insuring that the nation's products are safely delivered to the consumer."

Peter W. Hogue, of The Econometric Institute, Inc., addressed the meeting. He reviewed the status of each segment of the economy which affects the demand for fibre boxes. He concluded with a forecast.

Lighting Rules Effective July 1

New ICC lighting and safety regulations will go into effect on July 1. Copies of the new regulations are available at the ICC headquarters in Washington, and at field offices of the Bureau of Motor Carriers throughout the nation.

Federal Highway Administrator Rex M. Whitton announced that almost 26 per cent of the 41,000 mile Interstate System is now open to traffic. That is approximately 10,600 miles.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

Operations Council Holds Annual Membership Meeting; Terminals, Delivery, and City Operations Discussed

The Operations Council of the American Trucking Associations, Inc., held its annual membership meeting recently in Atlanta, Ga.

The four-day meeting was composed of clinics, equipment exhibitions, labor discussions, and addresses concerning the most outstanding problems in the field.

These addresses followed the opening address by Guy W. Rutland, vice president of The Motor Convoy, Inc. The subject of his address was "How to Achieve Profitabilities." In his speech, he stressed the problem of traffic in urban areas and suggested that terminal operators be reasonably flexible in their operations.

He said that community relations should be examined "to make sure that we are working closely with our shippers and our city planning commissions on such matters as routes and hours of operations." He stressed close cooperation of shippers, retailers, and manufacturers in devising new packaging, loading, and scheduling methods.

Other speakers at the meeting were: E. G. Lackey, secretary and treasurer of Pilot Freight Carriers, Inc., "The relationship of Operations to Sales"; Ewing H. Miller, of Miller, Miller, and Associates, "The Human Factor in Industrial Planning"; Francis J. Dery, director of the industrial safety division of Ford Motor Co., "Industrial Safety"; W. R. Carter, assistant vice president of personnel, Southern Bell Telephone, "Personnel"; John J. Gill, president, American Trucking Associations, Inc., "The Motor Carriers Role of the Future."

New Operations Council officers are: F. T. Stroud, Mercury Motor Express, chairman; Robert D. Beach, All States Freight, Inc., first vice chairman; John R. King, Mason and Dixon Lines, Inc., second vice chairman; D. D. Padgett, Yellow Transit Freight Lines, Inc., third vice chairman; Henry Wynberg, Chippewa Motor Freight, Inc., treasurer; James W. Boyer, American Trucking Associations, Inc., executive secretary.

'Consumer Transport Rights' Asserted by Traffic Group

The Chain Store Traffic League, meeting recently in Washington, D. C., adopted a resolution to let carriers know how shippers feel about "the harassments, threats, and aspersions, recklessly aimed at their customers; their indifference to shipper and receiver small shipments needs and their continual cry for higher freight rates and at the same time, limiting service."

H. E. Chapman, traffic manager of S. S. Kresge Co., Detroit, in introducing the matter, asked why shippers remain silent about their rights in the face of "this one-sided apparent propaganda campaign now taking place."

Newly elected President G. O. Wilson, general traffic manager, Gamble-Skogmo, Inc., Minneapolis, Minn., appointed a committee to compose the resolution based on Chapman's views.

Committee members were T. C. Hope, general traffic manager, Montgomery Ward & Co.; R. Weber, general traffic manager, Spiegel, Inc., and A. G. Milligan, traffic manager, The Sperry & Hutchinson Co.

Douglas Macdonald, general traffic manager, Butler Brothers, Chicago, was elected western vice president. Walter Nizynski, traffic manager of W. T. Grant Co., New York, was re-elected secretary-treasurer. Chapman was re-elected eastern vice president and R. A. Berry, traffic manager of Morgan & Lindsay, Inc., Jasper, Texas, was re-elected southwestern vice president. Milligan was appointed chairman of the executive committee.

Coming Events

- June 1-2—American Society of Traffic and Transportation, Illinois Chapter, Physical Distribution Seminar, Sheraton-Chicago Hotel, Chicago, Ill.
- June 1-3—Materials Handling Equipment Distributors Assn., National Convention, The Denver Hilton, Denver, Colo.
- June 25-29—American Trucking Associations National Accounting and Finance Council, The Denver Hilton, Denver, Colo.
- June 28-30 — International Truck, Trailer, and Equipment Show, Brooks Exhibit Hall, San Francisco, Calif.
- July 25-27—Air Freight Cartage Conference, Edgewater Beach Hotel, Chicago, Ill.
- Sept. 17-20—National Defense Transportation Assn. Transportation and Logistics Forum, The Denver Hilton, Denver, Colo.
- Oct. 3-5—National Assn. of Shippers Advisory Boards, Statler-Hilton Hotel, Buffalo, N.Y.
- Oct. 7-10—Conveyor Equipment Manufacturers Assn. Annual Convention, Ponte Vedra Beach, Fla.
- Oct. 8-13—American Trucking Assn. National Convention, Sheraton-Carlton Hotel, Washington, D. C.
- Oct. 18-20 — Packaging Institute Annual National Forum, Biltmore Hotel, New York, N.Y.
- Oct. 19-21—Southeastern Warehouseman's Association Meeting, Tampa Terrace, Tampa, Fla.
- Oct. 23-26—Private Truck Council of America's Fleet Maintenance Exposition, New York Coliseum, New York, N.Y.
- November 1-3—Society of Plastics Engineers, Southwestern Packaging Exhibition, Sheraton-Dallas Hotel, Dallas, Tex.
- November 8-9—Packaging Machinery Manufacturers Institute, Annual Show, Cobo Hall, Detroit, Mich.
- November 13-14—Society of Packaging and Handling Engineers, Annual Eastern Show, 5th Regiment Armory, Baltimore, Md.

Lift Truck Group Election

The Association of Lift Truck and Portable Elevator Manufacturers recently elected K. E. Forster president for the coming year. He is general sales manager of Barrett-Cravens Co., of Northbrook, Ill. Stanley R. Bryant, manager of the marketing division of Raymond Corp., was elected vice president and Hanson & Shea, Inc., Pittsburgh trade association management firm, was elected secretary-treasurer.

Wooden Box Association Meeting

The summer meeting of the National Wooden Box Association will be held at the Cavalier Hotel in Virginia Beach, Va. The dates of the meeting are July 12-14. Pertinent issues will be under discussion at the meeting.

HANDLING *Highlights*

Checklist for Repairing Hydraulic Systems

IN MANY cases, a minor operating defect in the hydraulic system of an industrial truck can be easily corrected. All it takes is maintenance personnel who know what to look for. This check chart is prepared by John Draxler, chief engineer of the Elwell-Parker Electric Co., as an aid to your maintenance operation.

Problem 1

Low working pressure.

Look for worn pump or pump motor, low voltage, loose electrical connection, or hose line restriction.

Problem 2

No motion, slow or jerky motion of the elevator or the mast when tilted.

Look for weak or broken relief valve, scored relief plunger or seat, worn or broken seal (O-Ring), dirt or foreign matter, a plunger which does not open all the way, or a sticking plunger. In addition, check air in lines, worn packing, packing cups, or broken packing cup backup rings.

REMEDIES—Replace weak or broken parts; lap in relief valve plunger seat with light grinding compound; replace seal, flush entire system; adjust control leakage for equal plunger strokes and replace return spring if broken; remove scores on plunger with medium grade emery cloth dipped in oil; replace spring.

In addition, bleed cylinder by relieving bleeder screw or breaking line coupling screw; with oil at working pressure; or replace worn part.

Problem 3

Load on cylinder will not hold.

Look for oil by-passing the valve plunger.

REMEDY—This condition can only be corrected by the truck manufacturer by rehonoring the plunger bore and replacing the plunger with an oversize valve. Note: Be sure to check the cylinder, since in some cases, wear in the cylinder or packing will allow load to drop.

Problem 4

Seeping packing gland.

Look for worn or damaged packing assembly, damaged auxiliary O-Rings.

REMEDY—Adjust or replace packing assembly; replace auxiliary O-Rings.

Problem 5

Tilt speed of mast is normal on backward movement, but sluggish on forward movement.

Look for foreign matter or obstruction at tilt check needle.

REMEDY—Back-off needle valve by relieving lock nut; operate tilt; tilt motion both directions; reset check for desired tilt motion; lock jam nut.


Problem 6

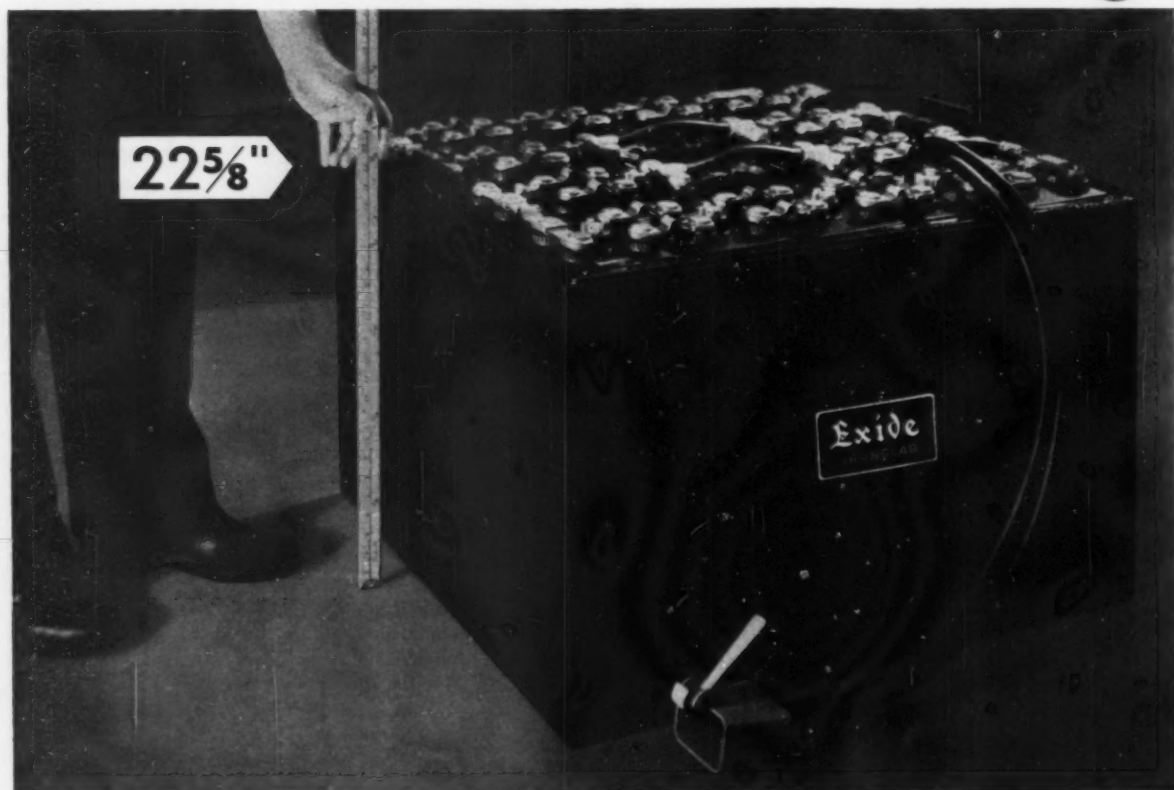
Holding pressure of attachments drops.

Look for foreign matter lodged on valve seat or check valve, worn or pitted plunger check valve seat, weak pressure spring of check valve, worn packings of cylinder, also first six factors listed in Problem 2.

REMEDIES—Flush out check valve; lap in seat if badly pitted or replace check valve; replace pressure spring; replace worn packings; also first six factors listed in remedies portion of Problem 2.

EXIDE POWER PACKAGE

Exide Industrial Marketing Division, The Electric Storage Battery Company, Philadelphia 20, Pa. 



85 AMP-HR—ONLY 22⁵/₈ in. HIGH!

Here's the new high in battery capacity for electric industrial trucks—the Exide-Ironclad TSC Battery. It is available right now and it will fit in the battery compartments of your present trucks without modification. It conforms to the design thinking for future trucks as expressed by truck manufacturers.

This battery offers a capacity of 85 amp-hr per positive plate—increased from the previous highest available capacity of 80 amp-hr in the Exide-Ironclad TGS—and still with over-all height of 22⁵/₈ in. The

length and width dimensions of the battery are also unchanged. Therefore the new battery occupies the same space as present batteries.

A unique feature of the Exide-Ironclad Battery is the tubular construction of the positive plates. With the square-shaped tube, introduced over a year ago in the TGS Battery, Exide made it possible to get higher capacity from each positive plate through greater area in contact with the electrolyte.

Now, in the TSC Battery, Exide introduces woven mesh tubing, still square shaped, but with higher porosity for easier access of electrolyte. This new tubing is able to hold more active material, which, in addition to the higher porosity, results in higher capacity than ever before. The tubing is of a special nonoxidizing material of proven long life in extensive laboratory tests and field applications.

This increase in battery capacity has been achieved without increasing the height of the battery. Thus you can step up the work capacity of your present trucks without the extra expense of modifying the battery compartments. The Exide-Ironclad TSC is still only 22⁵/₈ in. high. Likewise its specific gravity is still only 1.275.

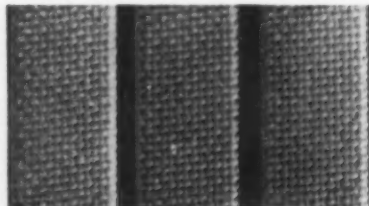
Hence battery life potential remains high.

With the introduction of the Exide-Ironclad TSC, Exide now makes it possible for you to match your particular battery power requirements more closely than ever. If you are ready to buy a new truck or new battery now, talk with your Exide representative about how you can get the maximum power for your dollar.

Only Exide offers so broad a range of battery types: Exide-Ironclad, Exide-Powerclad premium flat plate, and Exide Nickel-iron alkaline (invented by Thomas A. Edison). Exide chargers are available in both motor-generator and silicon rectifier types, in sizes to cover all needs. Exide service men are coast to coast, all factory trained in both batteries and chargers.

Make sure you get maximum economy in your battery power. Write Exide Industrial Marketing Division, The Electric Storage Battery Company, Philadelphia 20, Pa.

Exide®

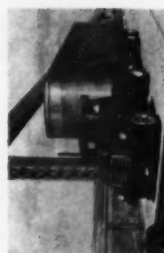


New tubing boosts battery capacity

Side view of tubing magnified twice size shows the fine mesh with thousands of pores for easy flow of electrolyte. Holds active material firmly against loss.

Motor Carrier Loss and Damage Claims for 1960
(123 Carriers Reporting)

Selected Commodities	Per Cent	Total (Dollars)	Shortage	Theft and Pilferage	Improper Handling	Unloading or Stowing	Concealed Damage	Delay	Defective Equipment	Wreck or Fire
Auto Parts, Accessories	2.89	540,924	246,710	15,073	159,642		73,424	550	13,580	31,945
Building & Paving Materials	2.87	536,941	68,387	947	322,293		118,579	2,995	10,569	13,171
Clothing	6.34	1,184,459	597,727	306,102	107,824		23,916	26,364	66,758	55,768
Cotton Piece Goods	2.61	487,379	142,773	32,287	152,173		30,787	9,504	91,636	28,219
Furniture, New	6.95	1,298,892	91,746	1,171	381,927		794,384	1,690	10,149	14,825
Glass & Mirrors	2.84	531,857	17,680	46	289,106		199,970	596	2,785	21,671
Groceries, Food Prod., NOI	4.35	813,660	217,103	7,074	411,375		36,523	9,487	88,370	43,728
Iron & Steel Articles, NOI	3.47	648,215	192,594	2,696	226,500		123,642	6,331	24,884	71,568
Machinery, New	6.01	1,124,011	219,891	13,260	451,818		270,397	4,995	17,465	146,185
Paper & Paper Products	3.36	627,372	171,544	1,728	216,417		32,956	9,918	131,354	63,455



Freight Transportation

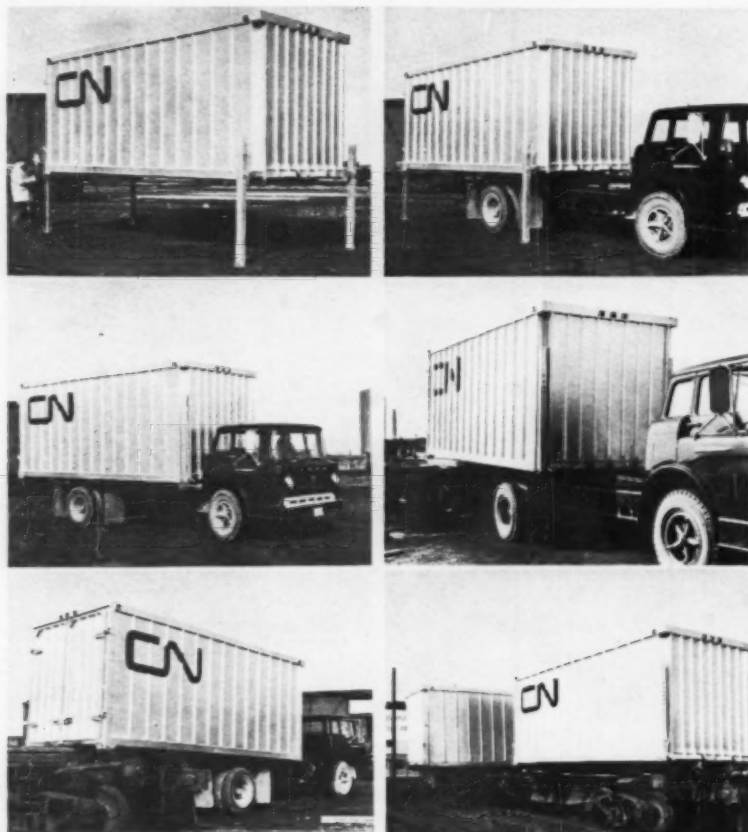


Railroad Freight Loss and Damage in 1960
(107 Carriers Reporting)

Selected Commodities	Per Cent	Total (Dollars)	Unlocated Loss	Unlocated Package Entire	Unlocated & Concealed	Loss Other Than Entire Package	Improper Handling in Trains, Yards or Stations	Defective or Unit Equipment	Delay	Theft	Concealed Damage
Grain	6.8	8,130,119	19,092	4,809,058	86,385	2,115,739	109,984	15,371	1,610		
Flour, Mill Prod., Feed	4.9	5,916,180	33,134	273,442	119,451	530,030	12,702	2,590	11,715		
Vegetables, Fresh	5.1	6,068,370	90,611	22,069	70,435	62,922	1,409,508	9,689	1,993		
Lumber & Forest Prod.	2.7	3,266,999	73,560	31,400	129,206	95,236	7,416	8,991	17,691		
Iron, Steel, Metal Articles	3.6	4,272,025	58,904	136,351	297,357	118,745	1,288	42,243	45,146		
Automobiles, Motor Veh.	3.5	4,206,147	44,616	20,663	142,370	18,429	167	32,528	234,577		
Food in Cans, Pkgs., not frozen	8.3	9,992,204	84,530	11,657	477,741	80,296	779	34,137	39,189		
Building Materials, Bldgs.	2.7	3,246,959	11,972	19,106	198,529	140,727	1,539	6,189	33,417		
Frt. Forwarder Traffic	8.5	10,147,061	1,250,326	99,784	163,276	31,604	2,951	321,267	3,682,358		
LCL Freight	6.6	7,851,023	885,854	88,081	122,183	23,052	17,033	131,494	3,839,294		

CONTAINERIZATION... PACKAGING

Truck and Rail Container



A Toronto company has developed a new transfer system which may effect truck and rail shipping.

Steadman Industries, Ltd., has a system which enables a truck driver to separate the cargo container swiftly from truck chassis and transfer it to the ground, railway flatcar, flatbed trailer, or terminal bays and reverse. Designs for fishy-back and birdy-back are being considered.

Cargo containers can be rectangular box type or round tankers. Key to the system is a steel rocker beam. It operates as a simple seesaw with the container or truck body mounted on it. The rocker beam can be applied to any standard truck chassis.

The rocker beam principal can be

applied to containers without legs through use of inexpensive loading-dock accessories. By freeing drivers and trucks to handle more goods in less time, trucking companies get more mileage out of fewer trucks.

The system is an aid to piggy-back in that the cargo container can be separated from the truck chassis and side-loaded onto a railway flatcar by the driver and one yardman in less than five minutes.

Photographs show operational stages of the Steadman system. Viewing them in order: The container is shown standing on its own legs. Next it is ready to be picked up by truck. Then it is driven to the railway terminal. There the load is connected to a turntable.

Standards for containers win ASA approval

The American Standards Association has approved containerization standards for highway, maritime, and rail transportation.

The new standard establishes nominal lengths of 10, 20, 30, and 40 ft for van containers with a cross section of 8 ft x 8 ft. The initial standards, first in a proposed series of American standards, was developed by a sectional committee made up of 75 national organizations and associations.

Another standard, still under development, concerns exact sizes of van, cargo, and pallet containers. The object: to permit absolute interchangeability of van containers, expediting handling, transfer, and reshipment.

The U. S. Maritime Administration was a participating organization. It has announced that all ships designed to carry containers for which construction-differential subsidy or government-insured mortgages are sought must be designed to accommodate standard sizes of containers as specified by the new standard.

Administrative sponsors of the 75-member committee are the American Material Handling Society and the American Society of Mechanical Engineers. Until standards work was instituted the problem of size was an internal one for each transportation medium.

The chairman of the Federal Maritime Board, Thomas E. Stakem, said that approval of standard sizes for van containers "is of great importance to the Merchant Marine. We must press with all possible speed for international standards which are so necessary for foreign commerce."

And hydraulically pushed onto the flatcar. The turntable then swings into lengthwise position.

The Wise Selector Routes It ***SPECTOR***



CONSISTENT
Freight Transportation
Service Between
30,000 Cities

SPECTOR FREIGHT SYSTEM, INC.
Spector • Steffe • Great American Transport

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Messy records mean time losses! . . . time losses are dollar losses! . . . stop both with

Carstens **METAL CLIP BOARDS**

Protect important records against

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Stop dollar losses that result from errors due to illegible or damaged records. Carstens metal clip boards are easy to use and keep clean.

Made of anodized aluminum, with strong steel clip spring. . . Carstens Clip boards have full protection. Available either plain or embossed. Standard size 9 x 12.



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WASHINGTON SCOPE



By Neil R. Regeimbal
*Chilton Washington
News Bureau*

NEW TRANSPORT STUDY—A new study of the nation's transportation system is underway in the U. S. Commerce Department. The study, under Clarence D. Martin, Jr., new Under Secretary of Commerce for Transportation, is being conducted by a special task force. It is considering recommending "realistic" tax and depreciation laws, extending a proposal for user charges for air and trucks to "other areas," and reducing the government's right to get reduced rates.

HIKE CAR FEES—Railroads have won permission from the ICC to boost minimum car charges. New minimums are \$60 in the East and \$40 in the South and West. Minimums now apply to previously exempt commodities such as brick, cement, coal, sugar cane, and sand. The approval was granted as part of the general tariff increases granted last fall. Present minimums are \$40.23 in the East, \$38.76 between East and South, in the South, and between the South and West, and \$39.83 in the West and between the East and West.

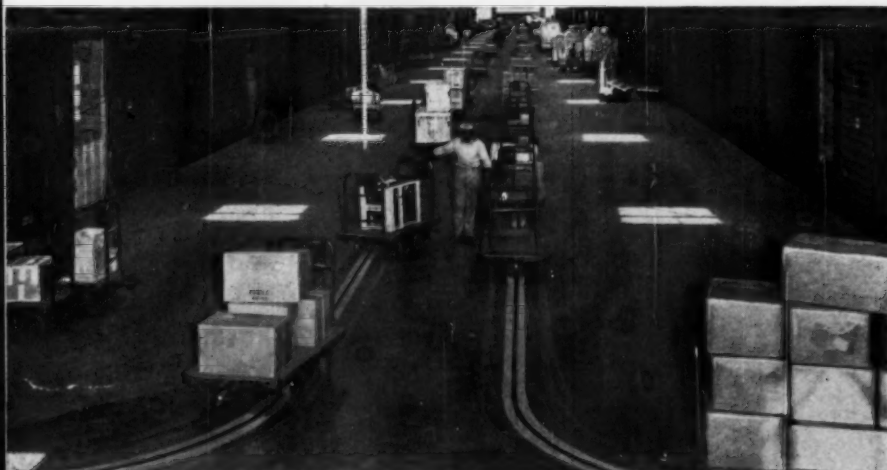
DEFINE AGRICULTURE EXEMPTION—The ICC has set guides for shippers and agricultural cooperatives to measure activities under the special exemption. The law permits a farm cooperative to transport without commission approval goods related to farming activities of members, without regard to commodities. Any other transport activities must be regulated. ICC found that the Agricultural Commodity Service was not a co-op under the act, and not entitled to the exemption. In a broader ruling, it also found that only persons or corporations actually farming qualify as members of a true co-op for exemption purposes. The co-op must control the equipment and the driver to qualify.

BROADEN EXPLOSIVES STUDY—A battle is expected over an ICC proposal to require private trucks carrying explosives, petroleum products, or other dangerous cargoes to register and report on their operations. Such private carriers are now subject only to ICC safety regulations. This proposal will be combined with a current investigation of railroad grade crossing accidents involving common carriers of similar cargoes.

(Please Turn to Page 65)



BOOKS for carton-lot or less-than-carton orders move safely to packing area on Trukveyor. Cart switching is automatic.



FREIGHT handling in railroad and motor terminals is boosted per manhour with Trukveyor . . . claims are reduced.

TRUKVEYORS . . . a better way to facilitate movement of goods

LINK-BELT TRUKVEYORS speed receiving, storing, sorting, shipping. End congestion. Reduce physical effort. Applications are as diverse as book handling and supermarket parcel pick-up.

Safe and gentle, Trukveyors assure that goods will remain intact; they accommodate changes in floor elevation, execute horizontal turns, permit easy

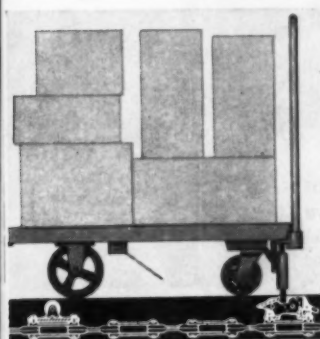
truck disengagement at any point. There's even automatic switching, transfer and routing of trucks. Systems include popular *in-the-floor* versions as well as the *overhead* type. Right from the start—and in the long run, too—Link-Belt Trukveyors lower the cost of moving goods.

OPERATING MECHANISM of Trukveyor is out of sight but easily accessible. Cover plates and track channels are integral and removable. Trucks are readily engaged and disengaged.

LINK-BELT

IN-THE-FLOOR AND OVERHEAD TRUKVEYORS

LINK-BELT COMPANY: Executive Offices, Prudential Plaza, Chicago 1. To Serve Industry There Are Link-Belt Plants, Warehouses and District Sales Offices in All Principal Cities. Export Office, New York 7; Australia, Marrickville (Sydney); Brazil, Sao Paulo; Canada, Scarboro (Toronto 13); South Africa, Springs; Switzerland, Geneva. Representatives Throughout the World.



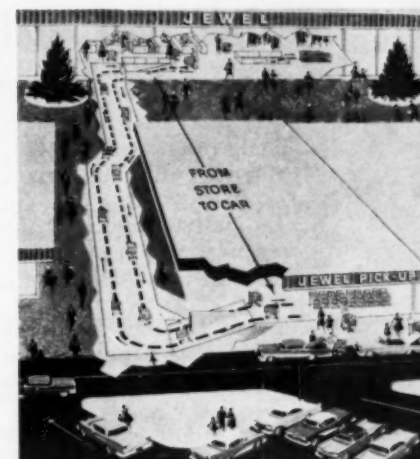
DRUGS, over 20,000 different products, are supplied on fast order with carts moving swiftly on Trukveyor.



GROCERIES by the ton move in and out of storage systematically with Trukveyor . . . good "warehousekeeping" is promoted.



BOTTLE GOODS move smoothly, safely through receiving, storing, shipping. Trukveyor minimizes physical handling.



PARCELS are conveniently carried by Kartveyor from store to distant parking lot in shopping center. Kartveyor is adaptation of Trukveyor.

CONVERT YOUR PALLETS TO PORTABLE RACKS THIS EASY WAY...



Pat. No. 2,828,932; Pat. No. 2,828,933 & Pats. Pending

With TIER-RACK Frames... No Nuts, Bolts or Fixtures!

Almost as fast as you can say "warehouse portability," two interchangeable tubular steel frames snap onto your regular warehouse pallet, creating a lightweight, portable rack that supports thousands of pounds.

Two curved pins lock the frames rigidly at the top. In seconds, you have a portable rack... without special parts or attachments of any kind.

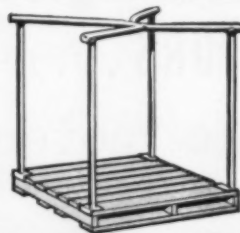
These portable Tier-Racks enable you to operate with fewer aisles, use all your "air space," and alter your layout as fast as warehouse conditions change.

See how you can gain more storage space in your present warehouse... plus portability, too.



TIER-RACK CORPORATION

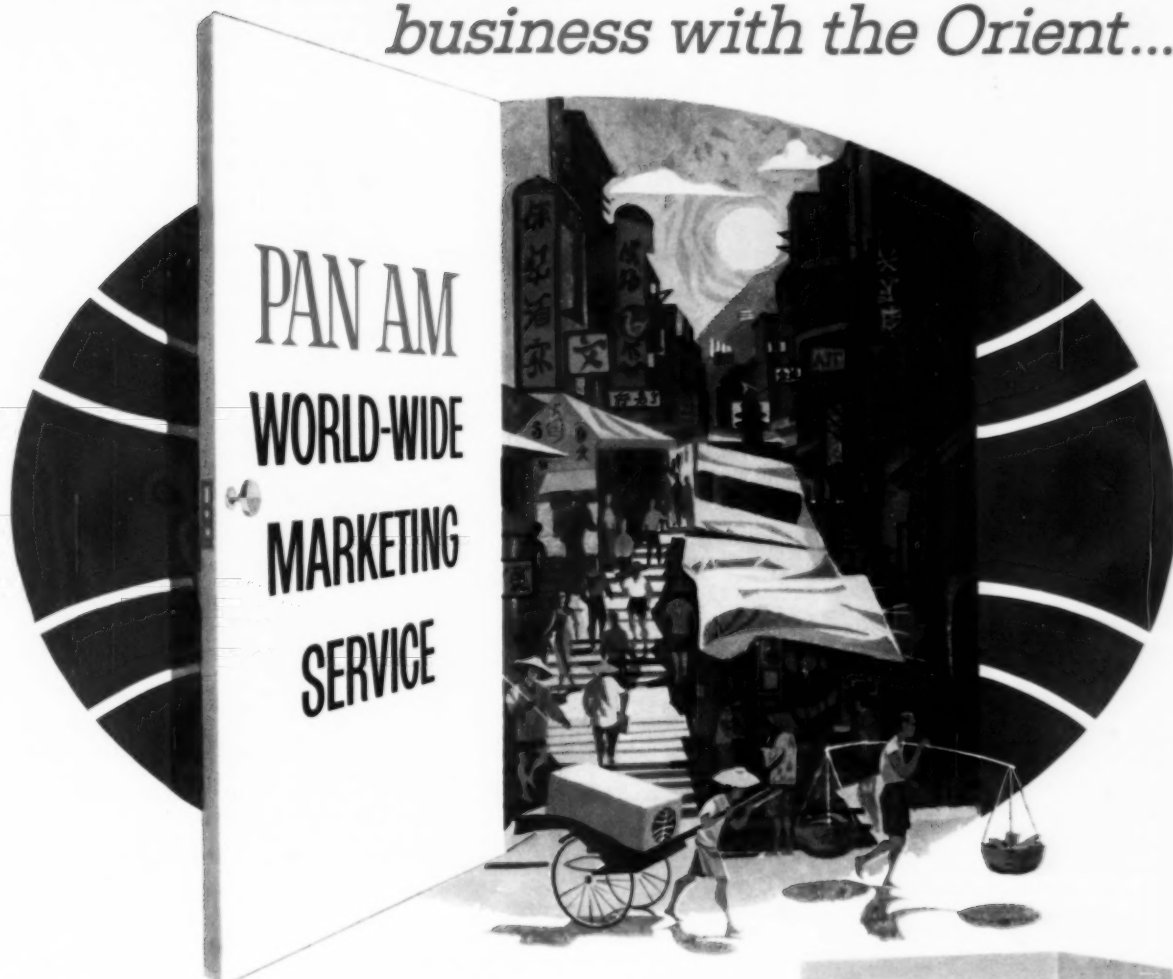
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No. DA 7-61



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business with the Orient...*



*Now, One Phone Call Can Make Doors To The Pacific Open
Faster, Sales Go Smoother... Through The Most
Complete Marketing Service Ever Developed!*



WORLD-WIDE INFORMATION

Current, valuable, authoritative information on 114 world trade centers in 80 foreign lands!

- Pan Am gets you marketing facts—plus special needed information.
- Pan Am can help find markets for products, also distributors, buyers, bankers overseas.
- Pan Am advises all the way on containers, insurance, rates, routes, collections.
- Pan Am monthly magazine lets you in on "inside" information, overseas opportunities.

WORLD-WIDE TRANSPORTATION

More flights direct to more major markets by the world's largest, fastest overseas air cargo fleet!

- Fastest delivery overseas, from 15 international gateways in the U.S., plus faster ground procedures.
- One source for documentation, plus world's largest international truck-air system, cuts red tape.
- More space, more speed! More all-cargo planes and over-ocean Jets.
- Rates lower than ever! In more and more cases distribution by Pan Am costs less than by surface.

WORLD-WIDE REPRESENTATION

More American and English-speaking personnel to represent you and your shipment overseas!

- You get 114 world-wide offices—at no extra cost! Your shipment is handled as you want.
- American viewpoint on the spot from American-trained personnel with local market know-how.
- World-wide contact service! Pan Am's integrated sales/service organization takes the hitches out of world marketing.
- World-wide follow-through makes world's surest delivery!

PAN AM PUTS YOU IN BUSINESS-ABROAD—WITH ONE PHONE CALL!
Call your cargo agent, freight forwarder or Pan Am office.

*Trade Mark, Reg. U. S. Pat. Off.

Men in the News

Traffic

Robert Gilworth—promoted to supervisor of traffic, shipping, and packaging, Cannon Electric Co., Los Angeles.

Frank L. Barton—appointed deputy under secretary for transportation, U. S. Department of Commerce, Washington, D. C.

Robert J. Ruddy—named claims manager of the traffic department of Gold Stamp Co., Minneapolis.

Edwin F. Mundy—elected vice president for traffic at National Biscuit Co. He has been Nabisco's director of traffic since 1959.



C. G. Rickenbaugh—selected as general chairman of the National Convention of the Associated Traffic Clubs of America. He is traffic manager at Radio Corporation of America's Van Nuys Defense Electronics Plant.

Donald K. Ballman—new vice president for marketing, purchasing, and distribution, Dow Chemical Co.

Charles H. Beard—chairman of the services unit of the publicly owned corporation "B" division, Greater New York Fund. He is general traffic manager of Union Carbide Corp. in New York.

James C. Higgins—appointed manager of rates-chemical, Pittsburgh Plate Glass Co. **H. Bruce Reaves**—manager of rates-glass and paint. **James E. Weaver**—manager of transportation. **G. John Lambillotte**—manager of planning. **Warren W. Clark**—office manager.

Gerald Bolzak—made traffic coordinator, Sun Chemical Co., New York.

Transportation—Air

John H. Mahoney—named 1961 Air Cargo Man of the Year by Air Freight Forwarders Association. He is senior vice president-sales of Seaboard & Western Airlines, Inc.

Harold L. Graham, Jr.—appointed director of cargo sales, Pan American Airways, New York.

Richard G. Matheson—made assistant to R. M. Ruddick, vice president and assistant to the president, United Air Lines, Chicago.

James G. Byrnes—promoted to di-

rector of air services, REA Express, New York. **Russell E. Sippel**—promoted to director, air sales.

—Highway

W. L. Nahrgang—elected president of Johnson Motor Lines System. **M. E. Sheahan**—becomes chairman of the board.

Willard N. Johnson—appointed director of sales of the Refrigerated Division of Merrifield Trucking Co. His headquarters will be in the Los Angeles Terminal.

Herbert Block—named terminal manager for the Quad City area by Spector Freight System, Inc. He will operate the terminal at Rock Island.

Virgil R. Crabb—promoted to general manager of the Garrison Fast Freight Division of Consolidated Freightways. **Edward Minick**—to direct Newark terminal.



Raymond Rowitzer—elected president of Highway Trailers of California in Los Angeles.

Perry Moss—driver for Aero Mayflower Transit Co., Inc., cited by Arthur Godfrey for rescuing a woman from flaming wreckage in a highway crash.

W. Stanhaus—elected president of Steffke Freight Co., wholly-owned subsidiary of Spector Freight System, Inc. Stanhaus is president of Spector.

Edward Nugent—newly appointed manager of the New York Terminal of Wilson Freight Forwarding Co.

Tom Britt—named manager of the new Mississippi Delta Terminal of Gordons Transports, Inc.

George A. Mentzer—named advertising manager of commercial products, B. F. Goodrich Co., Akron, Ohio.

Joseph E. Ludden—new vice president of labor relations, Gateway Transportation Co., La Crosse, Wis. **Richard J. Sherer**—vice president of operations. **John H. Kolhoven**—controller, assistant secretary and assistant treasurer.

Albert G. Crockett—elected vice president of Mack Trucks, Inc., of Plainfield, N. J.

Arnold L. Haupt—named district manager for northern terminals of Spector Freight Systems, Inc.

Galen J. Roush—elected chairman

of the board of Roadway Express, Inc., Akron, Ohio. **Richard W. Corns**—elected president. **J. Robert Wilson**—new executive vice president.

Walker L. Cisler—named chairman of the board of Fruehauf Trailer Co., Detroit. **W. E. Grace**—re-elected president of Fruehauf.

John C. Robb—elevated to terminal manager of Ringsby Truck Lines Chicago refrigerated terminal.

William B. Furlong—promoted to supervisor of accounts and reports, Spector Freight Systems Chicago office. **Jerome Wolf**—director, operating services.

Edwin R. Stroh—new automotive and marine general sales manager, Motorcraft Division, Ford Motor Co., Dearborn, Mich.

—Rail



Champ Carry (left)—elected chairman of the board of Pullman, Inc., New York. **W. Irving Osborne, Jr.** (right)—elected president.

M. Stanley Cogan—assistant vice president of the International Division of REA Express. **Albert V. Casey**—appointed vice president and treasurer.

Roy B. White—named honorary chairman of Baltimore and Ohio Railroad. **Howard E. Simpson**—chairman of the board. **Jervis Langdon, Jr.**—new president.

William A. Sparks—assistant vice president of traffic of the Louisville and Nashville Railroad.

Walter J. Tuohy—winner of the Horatio Alger Award given by the American Schools and Colleges Association. He is the president of the Chesapeake and Ohio Railroad.

Joseph D. Boylan—made New York freight sales manager of the New York Central Railroad.



M. R. Cring—appointed vice president, executive department, of the Missouri-Kansas-Texas Railroad, St. Louis, Mo.

R. Ellis Johnson—elected president of the Chicago, Rock Island, and Pacific Railroad, Chicago.

John Holloway—appointed traffic manager of the Eastern sales division, Soo Line Railroad, New York. **Gordon A. Johnstone**—assistant traffic manager, New York.

Joseph G. Feeney—becomes vice president of REA Express, heading the Washington offices of the company's Executive Department.

(Please Turn to Page 94)

A-FRAME LEGS ABACA FIBRE ABALONE SHELLS ABIETIC ACID ABRASIVES ACCORDIONS ACETATE ACETIC ACID ACETONE ACETYLENE GAS ACID BATH OR STORAGE TANKS
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IMPLEMENTS AIR CLEANERS AIR COMPRESSORS AIR CONDITIONERS AIRPLANE PARTS ALBUMEN ALCOHOL ALFALFA ALKALI ALLSPICE ALPACA HAIR
ALTIMETERS ALUM ALUMINUM ALUMIUM AMBER GUM AMBULANCES AMMONIA AMPHIFIERS AMUSEMENT CARS MOTORS ANCHORS ANDIRONS
ANESTHESIA ETHER ANGLE ANIMAL BROODERS ANIMALS ANODES ANTENNA ANTHRACITE COAL ANTI-FREEZE PREPARATIONS ANVILS
APPLES APPLIANCES APRICOT ARMOR PLATE ARRESTERS ARTICHOKE AXLES BADGER PELTS OR SKINS BADMINTON SETS BAGS
ROOTS ASPHALT ATHLETIC GOODS BALCONIES IRON BALE WRAPPERS BALE BATTERIES BATTING BAUXITE BAY LEAVES BAYONETS
BAKERS' MACHINERY BAKERY GOODS BAR BELLS BARBED WIRE BARBER CHAIRS BASKETS BASSINETTES BATHROOM FIXTURES BEANS BED SPRINGS BEDS BEE HIVES
BALSAM BALUSTRADES BAMBOO BANAN BASEBALL EQUIPMENT BASINS BASKETBALL BEACH UMBRELLAS BEACONS AVIATION BEAL BELL BELT CONVEYOR FLIGHTS BELTING BEL
BELLBOARDS BILLETS BILLIARD TABLES BIN G. BLACKBOARDS BLACKSMITHS' OUTFITS MILITARY BLOCKS BLOOD BLOW TORCHES BLUING BOARDS B BOOKS BOOMS BOOTHES BOOTS BORACIC ACID BORA
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PASTE PASTEURIZERS PASTRY BOARDS PAVING BLOCKS PEACHES PEANUT PECANS PECTIN PEDESTALS PEEL PEG BOARDS PELTS PEMMICAN PENCIL PERLITE PERMANENT HAIR WAVING SETS PETRIFIED WOOD SPECIMENS
PNEUMATIC TOOLS POLES POLISH POLYETHYLENE PONTOON BRIDGES PO POTASH POTATO CHIPS POTATOES POTS POTTERY POULTRY POWDER PR PROJECTORS PRUNES PRUNING SHEARS PUBLIC ADDRESS OUTFITS PUI
CRYSTAL QUILTS QUILNS QUINCES RABBITS RACKS RADIATORS RADIO RANGES RATTAN RAZORS REAPERS RECORDERS RECORDS REDUCING RESERVOIRS RESINS RESPIRATORS RHUBARB RIBBONS RICE RIFLES RIMS R
ROBIN ROTARY BLOWERS ROULETTE WHEELS RUBBER RUBBISH INCINERAT BOAT SALAD DRESSING SALT SAND SANDING MACHINES SAUCES SAUER K SCISSORS SCOOPS SCOOTERS SCRAPERS SCRAPS SCREENING SCREWS
SEPTIC TANKS SEWING MACHINES SHADES SHAFTS SHALE SHEARS SH SLUICE BOXES SMELTING FURNACES SPRAYERS SPREADERS SPRING ASSF STANDS STAPLES STARCH STATUARY STERILIZERS STILTS STOODS STO
SURVEYING OUTFITS SWIMMING POOLS SWINGS SWITCHBOARDS SYRUP TELETYPEWRITERS TENTS TERRA COTTA TEST TUBES TEXTILE MAF TIN TINSEL TIRES TOBACCO TOBOGGANS TOMATOES TOOLS TORP
POLES AND SLINGS TOYS TRACTORS TRAFFIC SIGNALS TRAILERS TRENCH EXCAVATING MACHINES TRESTLES TRICYCLES TRIPODS TURNBUCKLES TURNIPS TURNSTILES TURNABLES TURPENT
UTENSILS VACUUM BOTTLES VACUUM CLEANERS VALVES MACHINES VENEER VENETIAN BLINDS VENISON VE WALL PAPER WALLBOARDS WASHERS WASHING MACHINES WATER WATF
WHEELS WHEY WICKING WINCHES WINDMILLS WINDOW CASINGS WINDOWS WAX WEBBING WEDGES WEEDERS WEIGHTS WELDERS WELTING WHEELBARROWS XYLENE YACHTS YARD STICKS YARN YEAST YOKES ZEBRAS ZINC ZIRCONIUM ZITHERS

"It all goes great when it goes Great Northern"

From iron ore to ironing boards—A-frames to X-ray machines—take it from old Rocky, you've got it going on the *right track* with Great Northern **Coordinated Shipping Services**. Ship by freight car, truck or piggyback. Any one, any two, all three. Ship less-than-carload, trailerload or carload—you name it—we'll move it fast and dependably at a mighty advantageous rate.



Next time you're shipping or receiving goods, be sure to check out the GN brand of service. It sizzles. For information, write: G. D. Johnson, General Freight Traffic Manager, Great Northern Railway, St. Paul 1, Minnesota.

Business trip? Family vacation? Go great—across the scenic top of the nation—on Great Northern's **incomparable Empire Builder**.

Offices in principal cities of U. S. and Canada

When the giants fall...

"At 6:45 a.m. tomorrow, we'll go to work cutting this stand. We'll load the logs, charge the mill, work the drying yards, load the freight cars and ships. We'll handle this redwood spruce 23 times—in mud, over rough ground, in all kinds of weather.

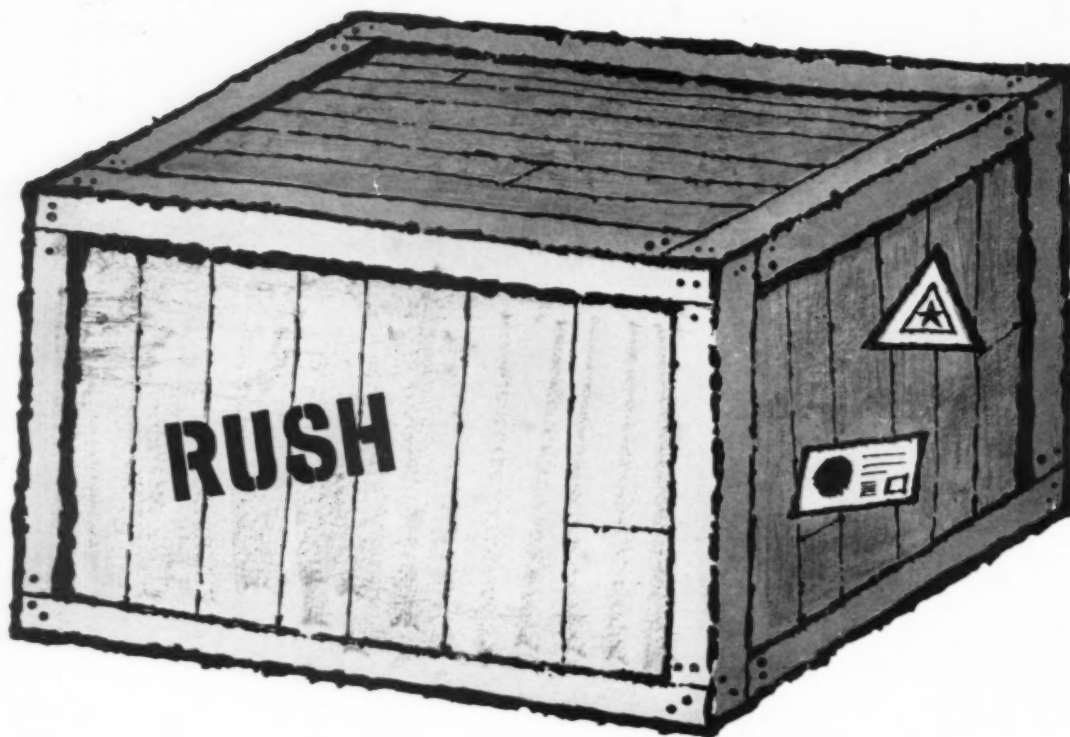
"When you're in the business of moving materials—whether it's lumber, steel or any other—the equipment makes the difference. That's why we demand fork lifts that will stand up. That's why we buy Clark."



Industrial Truck Division
CLARK EQUIPMENT COMPANY
Battle Creek, Michigan



*For full details
see your local Clark Dealer*



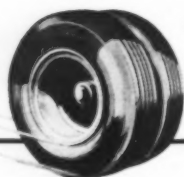
MADE TO ORDER FOR MOTOR TRANSPORT



Shipments that need to get there fast **and**

economically meet those requirements when they travel by truck, the direct, door-to-door transport system.

Any of the motor carriers in your area will gladly point out the many other ways you save when you ship by truck.



AMERICAN TRUCKING INDUSTRY

American Trucking Associations, Inc., Washington 6, D. C.

THE WHEELS THAT GO EVERYWHERE



On the Line—



Comments on S.1197

The second—or at least the third—hottest issue on Capitol Hill is a senate bill labeled S.1197. It proposes to change a rate-making rule in the Transportation Act of 1958.

The present rule directs ICC not to consider the effect new rates of one mode of transportation would have on competing modes. This is supposed to implement the aims of the national transportation policy to foster all modes of transportation. The intended effect also is supposed to permit carriers to pass on to shippers rate reductions possible by inherently low and fully compensatory operation costs.

S.1197 would require ICC to consider the effect of changes in rates by one mode on the other modes. This is not a new idea. It was a rate-making rule in the Transportation Act of 1940. The Congress reversed it in the present Act because, among other things, it was regarded as obsolete.

Did the Congress err? S.1197 makes it seem that way. Yet, the facts before us differ.

For example, it is being claimed that the present rule caused such unfair competition that certain motor carriers were forced out of business; that hundreds of drivers are out of work. When we asked a number of truck operators to comment on this point, they merely shrugged their shoulders. The consensus was "That's the way of competition. Those carriers took that business from the railroads in the first place."

Most general commodity shippers tell us that they oppose S.1197. NITLeague has taken a strong position against it. The Teamsters' Union supports it but railway labor groups oppose it. Even members of the Senate Interstate and Foreign Commerce Committee are divided.

From the weight of evidence before us, it seems that S.1197 intends to protect a minority at the expense of the majority.

In conclusion, we feel it our duty to pass on a comment by one large shipper. "If all common carriers don't wise up and start to reverse the trend of rising rates, we'll be forced to in-

crease our transportation facilities. This means all carriers will get less and less business in the future."

It seems that S.1197 could kill the goose that lays the golden eggs.

The Easy Way

It always is gratifying to learn that some data published in these pages is put to good use. Such a comment was made to us some weeks ago.

"Last year we introduced a new product," this reader said. Its production was spread all over the plant—wherever there was an empty space. Not only was this inefficient, it bottlenecked the production of our standard products.

"The demand for this product was growing. Under these conditions, we would have made plans to add a new wing to the plant. We had done this in the past.

"This year our management was more cautious. First, a recession cloud hung over us. Next, we were selling this product only in one test area. What a national sales campaign would produce was unknown. And there were other reasons for holding up new building plans.

"One day, during this time, I was trying to locate some data in my file copies of DISTRIBUTION AGE. I came across an issue listing industrial sites. Here, I thought, might be a solution to our problem.

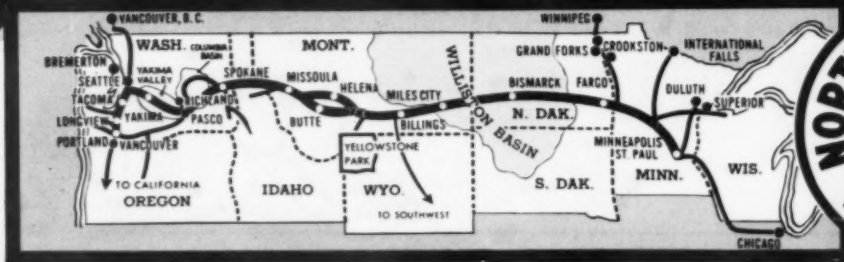
"I made this suggestion to management: Let's lease one of these ready-made buildings in our test area. Let's do the manufacturing there. We'll break the bottleneck in our plant. We'll cut shipping costs.

"Within two weeks we had a branch plant. This sure was an easy way to solve a tough problem—and for a minimum investment. And, unless management changes its mind, we'll do the same thing when we introduce this product in other markets."

This was good news. In this issue we include an up-dated directory of industrial sites and parks. We hope it will prove helpful to many more readers.

A. W. Greene
EDITOR

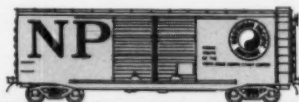
**"How many can we get for
10 MILLION DOLLARS?"**



**NP is buying these
freight cars for
\$10 million in 1961**

**QUANTITY
& TYPE**

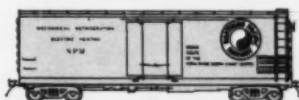
248
Box cars
with roller
bearings



DESCRIPTION

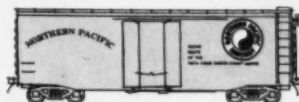
50½'
15' double
door

50
Mechanical
refrigerators



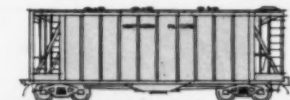
50½'
roller
bearings

200 RBL
refrigerators
with damage-
prevention
equipment



50½'
roller
bearings

20
Covered
Hoppers



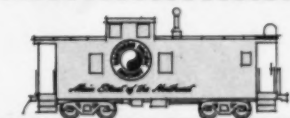
Airslide-
Equipped

100
Wood chip
cars



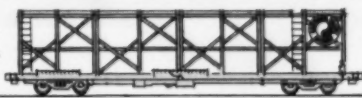
60'
roller
bearings

50
Caboose



Steel,
cupola type,
cartridge type
bearings

21
Auto Racks



Multi-level

**"We just bought 15
new Diesel-electric
locomotive units
last year!"**



**NORTHERN
PACIFIC...equipped
to handle your freight!**



LETTERS TO THE EDITOR

Humor Proves Point

To The Editor:

We always read your column with interest, but we are a little confused with the one in the April 8th issue, page 16.

If that boy got the company to invest \$50,000 in a device which will save them \$50.40 a day, roughly speaking, we would say it would take 1000 working days or about four years to amortize the cost. Figuring a normal return on \$50,000 we can stretch this a bit further.

That being the case, at the end of four years the containers are either going to be outmoded due to change of product or in need of repair. Assuming that utilizing the bulk container is going to further require some other revisions, we can count on the actual cost being \$50,000 plus \$5000 plus freight.

I would say that traffic manager must have had an "in" with the container manufacturer, or we have missed something down the line. What do you think?

Leo S. Petersen

Petersen and Petersen, Inc.,
Fast Freight Service,
Grand Island, Neb.

Because of limited space we didn't try to explain the savings. The point of this story was supposed to be humorous. But we are happy to supply some extra facts.

Savings stated are only those supplied by the materials handling engineer. Our notes show they were based on batch loading, weighing, and travel from storage area to processing room.

Other gains, for which no dollar savings were given, include: One row of containers stands at processing point, ready for use. Previous system employed smaller, non-shippable pallet bins, and required four round trips. More efficient storage. Pile of material used more floor space than similar quantity in containers. Greater space utilization (cube) possible by stacking two high.

Also, material loss (floor sweepings) eliminated. While contamination of material was not a serious problem, containers eliminate this possibility.

Another point of this story was that more than one man in a company can get the same idea. The assistant traffic manager learned from an article he read that containers can be used for batching. He assumed that there would be labor and storage savings.

In addition, he mentioned some transportation benefits that would balance added tare: Mixed materials per car during off-peak season, lower material inventory, elimination of demurrage charges.

We intend to check this operation in about a year to see if expected gains have materialized.—The Editor.

Reader Scores Smykay

To The Editor:

In your March 1961 issue, I was somewhat chagrined to find that Professor Smykay has seemingly relegated all traffic managers to the limbo of "blind reliance on legal formalisms . . . primary dependence on rules and regulations . . . monstrous tariff files . . ."

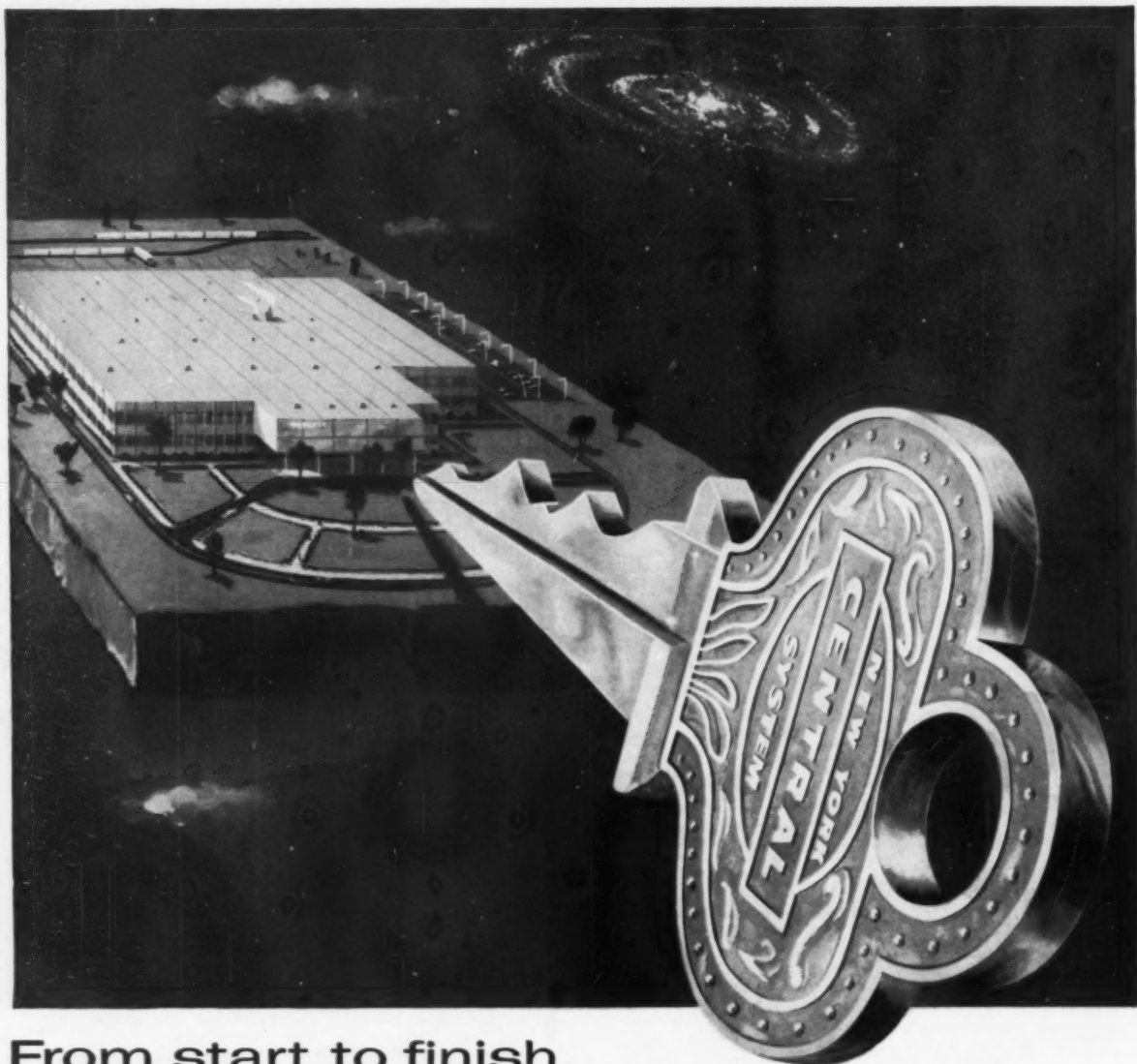
Having weathered this jeremiad and having wept at the bier of the "soon to be extinct" traffic manager, it came as a welcome antidote to read Mr. Stuart's article on A New Approach to Budgeting Physical Distribution Expenses.

Certainly, traffic manager Stuart is not ignoring the "hidden 5/6s."

Professor Smykay's sweeping generalizations do no justice to the many "professionals" who are doing excellent work in their field.

E. F. Mundy,
Director of Traffic

National Biscuit Co.,
New York, New York



From start to finish,
the New York Central will create your
new plant with **Operation Turnkey!**

Whether your business is large or small, the Central's "Operation Turnkey" will handle all your new plant problems — from helping arrange finances to handing you the key to your new front door.

"Turnkey" services are described in a new sixteen page booklet just published by the Central. This booklet explains how every "Turnkey" arrangement is tailored to your company's specific needs — from site location to terms of occupancy. It tells how "Turnkey" serves companies that don't need a whole building — or who need to be near related industries. Send for this free booklet and find out how "Operation Turnkey" on the "Road to the Future" can be a giant step on your company's road to the future.



ROAD TO THE FUTURE



Take that important step forward — send your name and address to: O. W. Pongrace, Director of Industrial Development, Dept. "N", New York Central, 466 Lexington Avenue, New York 17, N. Y. Ask for "Operation Turnkey" booklet.

By William N. Kinnard, Jr.
and
Zenon S. Malinowski

*School of Business Administration,
University of Connecticut*



JULY 1961 . . VOL. 60, No. 7

DURING the sixties at least 150,000 businesses are going to be forced to move. The cause: urban renewal projects in cities throughout the U. S.

The businessman in an area marked for urban renewal is confronted with serious problems. He must find new quarters. Unlike the case of the operator who is voluntarily seeking a new location, the timing of the move is out of his hands.

In fact he usually is not looking for new space until the necessity is thrust upon him. When a businessman about to be dislocated starts looking for a new location, he finds he is competing with others also being forced out of the redevelopment area. He usually finds that the rent for available space is considerably higher than what he was paying—sometimes twice as much.

This is partly due to the fact that he is moving from a blighted area. And, of course, owners of vacant and available land and commercial space in the city raise their rents in anticipation of business from dislocated firms. Available space is soon absorbed and the higher prices are paid as a shortage premium.

Space requirements are a problem too. While they may be small, in many instances they are very specific. They include street exposure, access to public transportation, high levels of pedestrian traffic, proximity to concentrations of customers, etc.

Since much urban renewal takes place in downtown shopping areas many dislocated businesses are concentrated in activities usually associated with such locations. So the owners of these businesses are looking for space in adjacent or nearby sections of the city. This causes an increase in demand for any vacant space that may exist in immediately adjacent areas.

Many businessmen refuse to believe that redevelopment authorities

The big move in urban renewal

**Here is how to overcome the difficulties arising
from forced relocations due to the highway pro-
gram, what agencies and aids are available to you**

mean what they say. Consequently they are mentally unprepared for relocation when it is necessary. Often, they do not take advantage of offers for assistance from the redevelopment agency's relocation staff. Nor do they take advantage of Small Business Administration facilities. Fortunately, ostriches in the business community are few.

Many marginal firms go out of business when any significant jar such as relocation is felt. The nearly 25 per cent of all firms that are required to relocate but don't make it are not all hopeless cases. It is conservatively estimated that over one-third of the failures need not occur.

The first thing the typical successfully relocated firm does is to take advantage of the assistance that is made available to him. Because it is circumscribed by law and regulation, the assistance available through the local redevelopment agency must be sought in prescribed forms and claims must be appropriately documented.

A segment of the problem confronting the dislocated businessman, therefore, consists of maintaining his eligibility for the various forms of assistance potentially at his disposal.

Editor's Note: This report is based on detailed analyses of the experience of businesses dislocated as a result of urban renewal projects in Hartford and New Haven, Conn. The report was published by the Small Business Administration, Washington, D.C.

Financial Aid

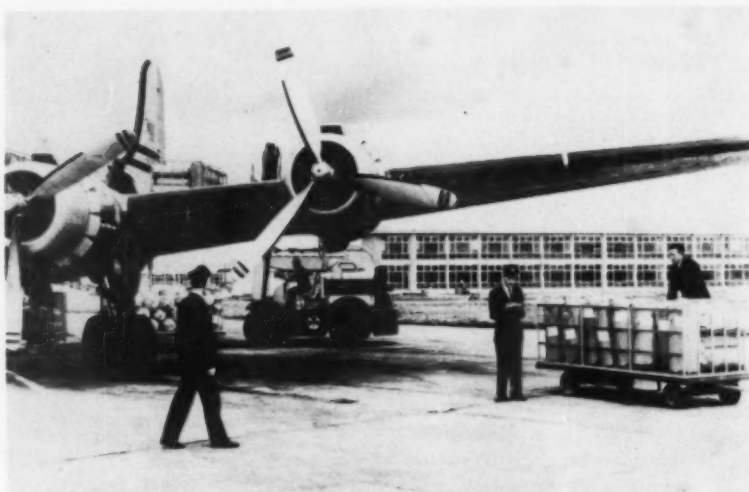
Since passage of the Housing Act of 1956 it has been possible for local redevelopment agencies to offer financial assistance to dislocated firms. The assistance takes two forms.

The legitimate moving expense of the firm will be paid. Personal property losses suffered as a result of the move are often compensable. Such things as dismantling, moving, and reassembling of fixtures, or printing of new letterheads are personal property losses and will usually be reimbursed.

Definite Limit

A definite limit is set on the amount of such reimbursement which can be paid to any one firm. When the amendment was passed by Congress in 1956, the limit was \$2000. In 1959 it was jacked to \$3000. All claims for compensation must be substantiated with receipted bills and other written proofs of expenditure. In the case of losses of property claimed, an appraisal will probably have to be made by an outside expert. Anyone about to be dislocated should check with the local redevelopment agency to learn local rules and regulations which affect him and payments to which he is entitled.

(Please Turn to Page 69)



Loading directly from plant to airliner at Shannon where factories for products like pianos and capacitors are sited

Air-age firms find

Here's news of an industrial estate at Shannon Free Airport which has low-cost

A GIANT cargo airliner taxis up to the loading ramp of a factory to take on cargo. A few hundred yards away employees from a factory on the edge of the airfield are loading transistor radios from the plant directly into another plane. Still further along at the same field a shipment of knitwear is waiting, and at the next plant fork-lift trucks stacked high with cartons of floor cleaning equipment are moving out to load.

A project for 1970? No, this is Shannon Free Airport Industrial Estate, today.

A new industrial concept, the first of its kind in the world, Shannon's industrial estate is part of Ireland's aggressive modern development program.

Ireland Ahead

As a recent UN Economic Survey reported, "Ireland has prob-

ably gone further than any other country in Western Europe in encouraging export industries and in attracting private foreign capital for this purpose." So strong are the incentives offered by the Irish government that manufacturers from all over the world are establishing plants there.

New Industry

During the last three years more than one hundred new industries have located in Ireland under the new development program. Encouraged and guided by the Irish Industrial Development Authority, a government agency set up for this purpose, new industries are coming from the United States, Britain, Germany, Holland, France, Israel, Belgium, Canada, and Japan. They are making pianos, cranes, chewing gum, dry milk powder, cheese, ships, pencils, razor blades, clothing, chip-

board, electronic components, gasoline, plastics, paper, and a multitude of other products.

The industries setting up at Shannon Free Airport are those that can use air freight efficiently, of course. At first glance air shipment of pianos would not appear to be practical. Actually the distribution efficiency achieved by having the factory at the airfield, plus the difference in packing costs, makes up for the higher air shipping charges. Shipped by air, pianos can be packed in heavy cardboard containers; by ship they require expensive wooden boxes.

Of all the possible locations in Ireland, Shannon offers the greatest tax exemption incentives. Here, export profits are free of all taxation until 1983.

American, British, German, Dutch, Japanese, Rhodesian, and South African based industries are



Portion of Shannon Free Airport Industrial Estate where incoming materials, outgoing cargo are delivered at plants

greener grass

transportation all year

setting up manufacturing plants at the airport. Sony, Standard Pressed Steel, and LanaKnit are some of the well-known names already in operation. Many more are in the planning stage.

To the unique advantages of its geographical location is added the customs-free facility which has been a feature of Shannon Airport for more than a decade. The airport and its industrial zone are a separate customs-free area.

No Inspection

Products are brought into and out of this area from other countries without any customs formalities. This complete elimination of all the time-consuming paper-work associated with customs procedures has obvious attractions. Manufacturing industries, free to import their materials without restrictions or tariffs from any-

where in the world, and to export the final product to any country, as well as warehousing operations, gain considerable efficiency through this facility.

The government's overall program designed to lure new industry to Ireland includes tax exemption from income tax on export profits for 10 years, with a further reduced taxation for five additional years, and outright, non-repayable cash grants up to 100 per cent of the cost of the factory building, up to 50 per cent of the cost of equipment, and up to 100 per cent of the cost of training workers.

Other advantages include ample power, reasonable wage rates, preferential treatment for Irish-made products in many countries, and a plentiful supply of intelligent, English-speaking labor.

The Airport Industrial Estate has more than tripled Shannon's

Irish Transport Facts

Railroads: One, government owned.

Piggy-back: None.

Transport regulatory body: None.

Rail profits: None.

Total goods vehicles (includes trucks): 46,570.

Per cent of highway vehicles U.S. made: 50 per cent.

Vehicles licensed to haul trailers: 525.

Irish flag steamships in foreign commerce: 44.

Irish airlines in foreign commerce: 8, 6 privately owned.

Volume of freight carried via air: 10,352 ton miles.

Dust-free surface roads: 26,636 miles.

Mechanical handling—

Air: Extensively

Rail: At main depots, stations for heavy traffic

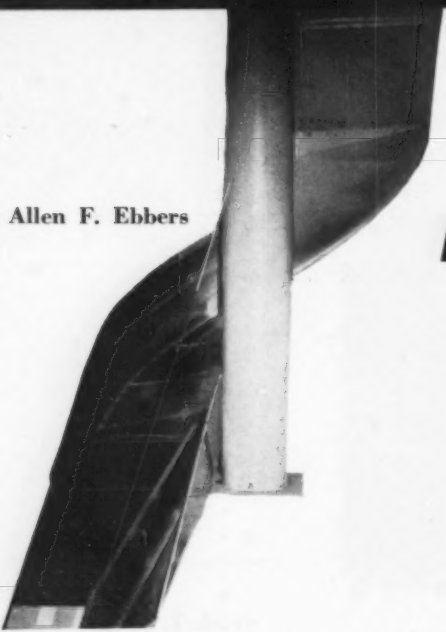
Truck: Occasionally

Water: Extensively.

Public warehouses: Statistics only on government bonded warehouses 73.

terminal freight in five years, and the total is expected to increase by 18 times this figure by 1965. Terminal freight at Shannon increased from 1,521,000 lb in 1955 to 4,679,400 lb in 1960, with an anticipated increase to 27,698,000 lb by 1965. Transit freight at Shannon increased from 9,313,000 lb in 1948 to 46,200,000 in 1959.

Carriers serving Shannon include Aer Lingus/Aer Linte (Irish International Airlines), BOAC, Alitalia, K.L.M., Lufthansa, Pan American, Sabena, Swissair, Trans-Canada Airlines, T.W.A., Seaboard & Western, Overseas National, California-Hawaiian, and Flying Tiger. ●



By Allen F. Ebberts

Fast Way Out for Bookcases

A spiral chute in an unused
elevator shaft has stepped up
deliveries by one week and saves
\$2000 per year in indirect labor

A COMPANY in Cincinnati, Ohio, is saving approximately \$2000 a year in its bookcase department by using a spiral slide chute in its old elevator shaft.

Before the chute was installed it normally required six men nine hours to load a bookcase order into a freight car. Now it takes two men only five hours to accomplish the same amount of work.

The Globe-Wernicke Co. plant covers more than a million square feet of floor space. It is comprised of two large divisions—steel and paper—which produce more than 4000 items for the office.

Old Method

The previous method of handling the metal bookcases was to place the bookcase cartons on small wheel dollies. These were sent from the third to the first floor in an elevator. This method required the use of six men, tied up dozens of dollies, and relied upon a serviceable elevator.

Then the company purchased a one-half turn spiral slide chute and installed it in an elevator shaft near the third floor bookcase conveyor.

The complete installation took five weeks. The first obstacle to remove was the elevator. It was jacked up to the fourth floor. A steel shaft was then installed between the second and fourth floors to support the chute.

The entire slide had a total drop of 17 ft. The first straight slide section was 9 ft, 6 in. in length. It had a drop of 5 ft, 3 in. The one-half turn following the first slide section had a drop of 7 ft, 9 in. The last straight slide was 5 ft, 3 in. in length with a drop of 4 ft. From there the slide conveyor extended through a tin-clad fire door opening onto a roller conveyor. This roller conveyor is suspended 9 ft over the ground floor. It proceeds through an outside door into a freight car.

Since the bookcases that were to be sent down the

chute had a weight difference ranging from 20 to 60 lb, the braking problem was difficult to solve.

Three "retarder" brakes were tried before a suitable one allowing the right amount of pressure was found. The present brake is a steel panel 6 ft by 1½ ft. It is suspended in the middle of the last straight slide near the end of the spiral turn. This brake operates by a simple pressure spring mechanism.

A 6-ft herringbone brake section, located on the roller conveyor at the end of the spiral chute, also aids in decreasing speed.

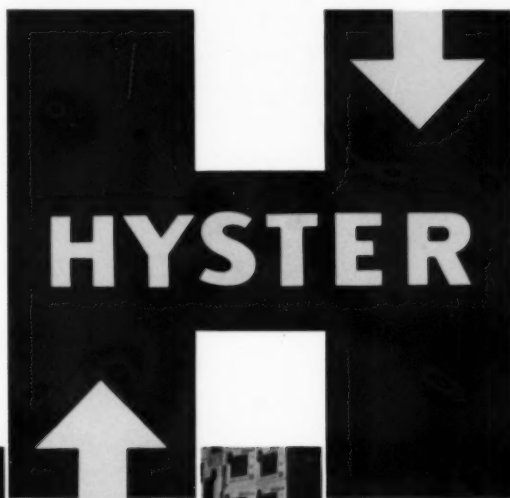
Preventing Jamming

When the bookcases pass through the fire door opening on the first floor, they proceed down a 45 ft roller conveyor. This leads directly into the freight car. Five feet from the end of the slide chute opening on the first floor is a signal roller. It transmits a red flash to the loader on the third floor whenever a carton passes over it. When the line is jammed, the cartons are stranded on the signal roller. As a result, the light flashes.

An intercom system links the loader and the receiver. It prevents jamming and helps to regulate the flow of bookcases. For example, when the receiver in the car wants to switch the conveyor from back to front of the car, he calls the loader and tells him not to send any cartons down.

The results of this installation have been encouraging. Besides saving \$2000 annually on indirect labor, it has moved the delivery date of bookcases up by one week. This faster delivery date has already been partially responsible for additional bookcase contracts.

When the order is large enough to fill two boxcars, the first floor conveyor section can be extended through the first car into the second—thus eliminating time lost in switching rail cars. ●



monotrol speeds handling
for Pillsbury Mills —
Only
HYSTER® has it!

The Pillsbury Company uses Hyster lift trucks with Monotrol control for safe, rapid handling in their Hamilton, Ohio warehouse.

Drivers like the easy, natural coordination of Monotrol—with all driving functions foot controlled except steering.

Right foot Monotrol pedal controls power—forward-reverse—Hystamatic transmission. Left foot controls brakes and truck inching. Hands are free for steering and load control.

Safest, easiest trucks to drive. Quickest to service. Call your Hyster dealer or write for literature.

INDUSTRIAL TRUCK DIVISION—Lift trucks, mobile cranes, straddle carriers
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MARTIN TRAILER DIVISION—Heavy machinery hauling trailers
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Nijmegen, The Netherlands • Glasgow, Scotland • Sao Paulo, Brazil • Sydney, Australia [Licensee]



HYSTER COMPANY
INDUSTRIAL TRUCK DIVISION
P. O. Box 847 • Danville, Illinois



How Golden Jets help Emery maintain its "Blue Ribbon Service"

Emery Air Freight's "Blue Ribbon Service" is a top-quality airfreight service whose speed and reliability are used by more than 20,000 shippers each month.

To carry its airfreight, Emery selects the finest jet service wherever offered. In the West, Emery reserves space on many of Continental Airlines' Golden Jet flights.

The Golden Jets' outstanding record of *on-time* arrivals is one important reason for Emery's choice.

Another is that Continental ordinarily accepts cargo for the Golden Jets up to 45 minutes before departure time. And space may be reserved in *specific* flights—at no extra charge.

NEW GOLDEN JET ROUTE

New Golden Jet cargo service has just been inaugurated between Houston, San Antonio, El Paso, Phoenix, and Los Angeles. *Six* Golden Jets daily between Los Angeles and Houston!

Golden Jet 707's offer fast, frequent service also between Chicago, Kansas City, Denver, and Los Angeles. *Twelve* jets daily between Chicago and Los Angeles!

Have you some puzzling problems...specific questions about airfreight service? We'd be glad to talk with you and try to solve them. Just call your local Continental Cargo Manager or write to Mr. Lee Slay, Director, Cargo Sales, Continental Airlines, Stapleton Field, Denver 7, Colorado.



CONTINENTAL AIRLINES

MOST EXPERIENCED JETLINE IN THE WEST

DISTRIBUTION AGE

THE MAGAZINE OF PHYSICAL DISTRIBUTION

TRANSPORTATION
WAREHOUSING
CONTAINERIZATION
MATERIALS HANDLING

Directory of Industrial Districts

LISTED on the following pages by state and city are the nation's leading industrial parks, areas set aside for the planned development of industry.

Now in its second edition, this directory is a valuable tool for traffic departments selecting sites for new plants and warehouses. It also serves the traffic manager in his effort to find plants that may be located in sprawling suburban areas.

Parks described here are divided into three groups—over 100 acres, under 100 acres, and completely developed. Because of space limitations, we were unable to give complete listing to all 700 districts in our survey. Smaller centers and those with less than 10 per cent of their area occupied have brief listings. Similar

entries are made for parks which are completely occupied.

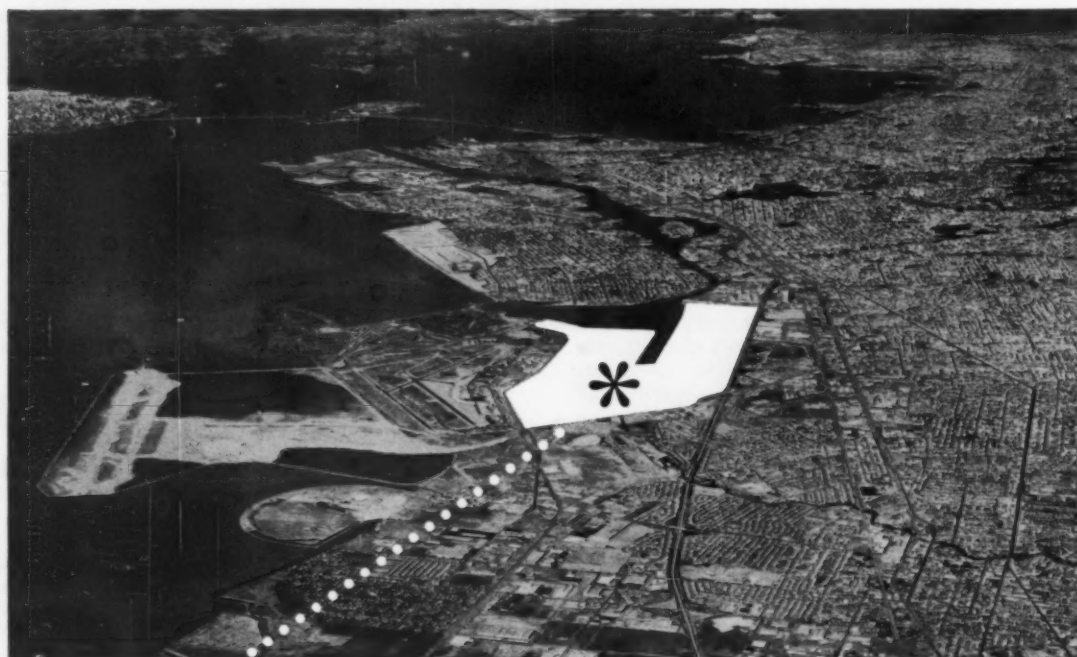
For each of the centers receiving an abbreviated listing DISTRIBUTION AGE has on file all of the information that is shown in the directory for large districts. This is available to you by writing to the editor, DISTRIBUTION AGE, 56th & Chestnut Sts., Philadelphia 39, Pa.

Some of the letters in the code, which appears on Page 35, are followed by numbers. This means the number of miles to that facility. T5 means five miles to the railroad passenger station.

This year's survey revealed about the same number of districts but the size of the average district is larger. ●



You can serve the West BEST in the **PORT OF OAKLAND INDUSTRIAL PARK**



- * More than 64 per cent of the population of the 11 western states is within an overnight rail or truck run from the Port of Oakland Industrial Park, 1,000 acres next door to 17,500,000 people.
- * And if your product is for the industrial market, your new location is within 12 hours of the 10 standard metropolitan areas that include 77½ per cent of total western industry.
- * You are adjacent to Metropolitan Oakland International Airport, Nimitz Freeway, transcontinental highways and railroads, and the prime deepwater harbor facilities of the Port of Oakland. First Choice sites are now available for long term lease. Port of Oakland Industrial Park is the home of the new Pacific Coast Wholesale Food Terminal, now under development, and the Edgewater Inn, new luxury hotel on the tract, with complete services, executive suites, meeting rooms, banquet and dining facilities.



for information write or call Phil Wagner, Manager, Properties Department.

PORT OF OAKLAND

GROVE STREET PIER • OAKLAND 7, CALIFORNIA

Higate 4-3188

The Directory

Here broken down by city and state are the nation's industrial districts along with profiles of the types of businesses, personnel and transportation facilities and utilities available, plus information on the "organization"

ALABAMA

BIRMINGHAM

Roberts Industrial District (118 A)

MOBILE

Chickasaw Industrial District (125 A)

Blakely Island Industrial District 996 Olive St., St. Louis 1, Mo. Exec officer, N. A. Kirchoff. Acres occupied 400, available 151. Lease & purchase. B, E, F, H, R, S, U 10 miles, W, X, Y. Barge & deep water facilities.

ARIZONA

AVONDALE

Westside Developers, Inc., PO Box 518. Exec officer, T. C. Rhodes. Acres occupied 45, available 45. Purchase. C, E, L 1 mile, Q 1 mile, R, S, U 4 miles, V, W, X, Y, Z. Sewer facilities.

BENSON

Benson Industrial Development Corp. Acres occupied 90, available 90. Purchase. A, E, F, G, H, L, N, Q 1 mile, R, S, T

1 mile, U 2 miles, W, X, Y. High powered gas line.

Cochise Development Company (200 A).

ELOY

Eloy Development Corp. (380 A)

FLAGSTAFF

Flagstaff Industrial Department (75 A)

MESA

Mesa Industrial Development Corp. (20 A)

PHOENIX

Freeway Industrial District, 727 Security Bldg. Exec officer, W. G. Peoples. Acres available 240. Lease & purchase. L 1 mile, M 2 miles, N 1 mile, Q 1 mile, R, S, T 3 miles, U 10 miles, V, W, X, Y.

M. P. W. Industrial Park, (Blk 1, 2, 3), PO Box 1032. Exec officer, D. Mardian. Acres occupied 25, available 335. Lease & purchase. A, C, E, F, G, H, L, M 2 miles, N 1 mile, Q 1 mile, R, S, P. Santa Fe, S T 2 miles, U 5 miles, W, X, Y.

Pipeola Industrial District, 727 Security Bldg. Exec officer, W. G. Peoples. 12 units.

Acres occupied 120, available 90. Lease & purchase. F, H, L 3 miles, M 5 miles, N 3 miles, Q 3 miles, R, S, T 5 miles, U 9 miles, W, X, Z.

Camelback Industrial District, 335 First National Bank Bldg. Exec officer, J. V. Jones. 13 units. Acres occupied 91, available 525. Lease & purchase. A, C, E, G, H, L 1 mile, M 2 miles, N 1 mile, Q 2 miles, R AT&SF Ry, S, T 2 miles, U 8 miles, V, W, X, Y.

TEMPE

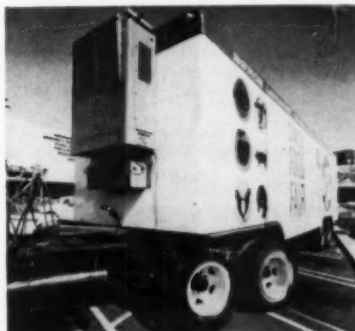
Bell Buttes Industrial District, 727 Security Bldg. Exec officer, W. G. Peoples. 2 units. Acres occupied 14, available 466. Lease & purchase. E, L, M, N, Q 1 mile, R, S, T 1 mile, U 7 miles, V 1 mile, W, X, Y.

Normal Junction Industrial District (113 A)

TUCSON

Downtown Airport Industrial District, 3202 S. Park Ave. Exec officer, Les Kohl. 8 units. Acres occupied 20, available 342. Purchase. Space for rent. B, E, F, H, Please Turn Page

Danes Find Ride Cool



To stimulate interest in the Danish Food Fair in Aalborg, Denmark, that country filled a trailer with Danish food specialties and sent it on a tour of 14 American cities. The unit was temperately cooled by a Thermo King refrigeration pack. Another Danish trailer which toured Western Europe, was equipped with a similar unit

THE CODE

- A = Incorporated
- B = Unincorporated
- C = Profit
- D = Non-Profit
- E = Light Manufacturing
- F = Heavy Manufacturing
- G = Public Warehouses
- H = Private Warehouses
- K = Restaurant Near Site
- L = Nearest Restaurant (Miles)
- M = Nearest Hotel (Miles)
- N = Nearest Motel (Miles)
- O = Secretarial Service
- P = Telephone Answering
- Q = Nearest Bank (Miles)
- R = Rail Siding Available
- S = Trucking Service
- T = RR Passenger Station
- U = Nearest Airport (Miles)
- V = Local Transit
- W = Electric Power
- X = Gas by Pipe
- Y = City Water
- Z = Well Water

Loads 600 Barrels Per Hour



Cement under pressure that simulates "sand-blasting" travels through a special hose from a storage silo to cement barges at Green Bag Cement Co., Neville Island, Pittsburgh. B. F. Goodrich developed the hose, called Convertapipe, to withstand abrasion and heat that would reduce solid rock to a powder

The Directory ...

Continued from Preceding Page

K, M 1 mile, N 1 mile, O, P, Q 1 mile, R SP, S, T 2 miles, U on property, V, W, X, Y, Z. 3 landing strips on property.

Freeway Industrial Subdivision, 1902 W. Prince Rd. Exec officer, A. N. Pack. 2 units. Acres occupied 51, available 65. Lease & purchase. Space for rent. A, C, E, F, G, K, M 4 miles, N 1 mile, O, P, Q 1 mile, R, S, T 4 miles, U adjoining, V, W, X, Y.

Tucson Industrial Districts (Five sites), 405 Arizona Land Title Bldg. Exec officer, K. G. Dixon. 10 units. Acres occupied 54, available 584. Purchase. Space for rent. C, E, F, G, L 1 mile, M 1 mile, N 1 mile, P, R, S, T 2 miles, U 2 miles, W, X, Y. Additional 1000 acres available but not developed.

ARKANSAS

BLYTHERVILLE

Clarkland Industrial Site (73 A)

CAMDEN

Camden Industrial Acreage (94 A)

FT. SMITH

Ft. Smith Industrial Park, 100 Garrison. Exec officer, N. A. Kirchoff. 1 unit. Acres occupied 104, available 252. Purchase. B, E, H, L 1 mile, M 3 miles, N 1 mile, Q 1 mile, R, S, T 4 miles, V 2 miles, W, X, Y.

JACKSONVILLE

Pulaski Industrial Park, John Matthews Co., PO Box 1098. Little Rock, Ark. Exec officer, J. Matthews. 7 units. Acres occupied 400, available 600. Lease & purchase. Space for rent. A, C, E, G, H, L 1 mile, M 1 mile, N 1 mile, O, P, Q 1 mile, R, S, T 18 miles, U 18 miles, W, X, Y, Z.

JONESBORO

St. Louis Southwestern Industrial Acreage (110 A)

LITTLE ROCK

Little Rock Industrial District, 1780 Tower Bldg. Exec officer, E. Tucker, Jr. 20 units. Acres occupied 175, available 450. Lease & purchase. A, C, E, H, K, M 7 miles, N 2 miles, Q on property, R, S, T 7 miles, U 8 miles, V, W, X, Y. Storm drainage facilities.

PINE BLUFF

Pine Bluff Industrial Acreage (46 A)

CALIFORNIA

ANAHEIM

Southern Pacific Industrial District, 65 Market St., San Francisco, Calif. Exec officer, W. G. Peoples. 8 units. Acres occupied 92, available 158. Lease & purchase. E, H, L 1 mile, N, O, P, Q 1 mile, R SP, S PMT, T, U, W, X, Y.

BREA

Brea Industrial Park, 401 So. Brea Blvd. Exec officer, A. W. Studebaker. 39 units. Acres occupied 100, available 750. Lease & purchase. B, D, E, F, H, L 1 mile, M 3 miles, N 1 mile, R, S, T 4 miles, U 3 miles, W, X, Y.

BUENA PARK

Southern Pacific Industrial District, 65 Market St., San Francisco, Calif. Exec officer, W. G. Peoples. 2 units. Acres occupied 20, available 510. Lease & purchase. E, H, L 1 mile, N, O, P, Q 1 mile, R SP, S PMT, T, U, W, X, Y.

CHICO

Chico Municipal Airport (500 A)

CORONA

Santa Fe Land Improvement Co. (170 A)

CORTE MADERA

Fifer Industrial Park (33 A)

CUCAMONGA

Santa Fe Land Improvement Co. (294 A)

FONTANA

Santa Fe Land Improvement Co. (56 A)

FREMONT

Southern Pacific Industrial District, 65 Market St., San Francisco, Calif. Exec officer, W. G. Peoples. 2 units. Acres occupied 68, available 511. Lease & purchase. F, L, N, Q 3 miles, R, S, U 1 mile, W, X, Y.

FRESNO

Calwa Industrial Properties, 2650 Tulare St. Exec officer, E. J. Oslund. 2 units. Acres occupied 85, available 72. Lease & purchase. A, C, E, F, K, M 5 miles, N 1 mile, O, P, Q 5 miles, R (ATSF), S SFe Trans. Co., T 4 miles, U 10 miles, V, W, X, Y, Z.

Fresno Industrial Sites Foundation, PO Box 1469. Exec officer, L. S. Weber. 21 units. Acres occupied 195, available 30. Lease & purchase. D, F, H, K, M 3 miles, N 1 mile, O, Q 1 mile, R, S, 2 3 miles, U 7 miles, V, W, X, Y. 24 hour fire station on property.

FULLERTON

Southern Pacific Industrial District (98 A) Southeast Industrial Park, City Hall. Exec officer, H. Hilscher. 85 units. Acres occupied 700, available 250. Lease & purchase. Space for rent. A, E, F, K, N 1 mile, O, P, Q 1 mile, R Santa Fe & SP, S, W, X, Y.



HAWTHORNE

Santa Fe Land Improvement Co., 121 E. Sixth St., Los Angeles 14. Exec officer, E. H. Farrar. 5 units. Acres occupied 42, available 56. Purchase. A, C, E, H, K, M 3 miles, N 3 miles, Q 3 miles, R Santa Fe, S, U 4 miles, W, X, Y.

HAYWARD

Pauley-Herzinger Industrial Park, 300 W. Estudillo, San Leandro, Calif. Exec officer, C. Mason. 4 units. Acres occupied 100, available 60. Lease & purchase. Space for rent. C, E, F, G, H, L 1 mile, N 2 miles, O, P, Q 1 mile, R, S, T 5 miles, U 1 mile, V, W, X, Y.

HUNTINGTON BEACH

Freeway Industrial Park, 1623 W. 17th, Santa Ana, Calif. Exec officer, J. A. Murdy, Jr. 1 unit. Acres occupied 38, available 200. Lease & purchase. A, C, E, G, H, K, L, N 1 mile, Q 1 mile, R SP, S, U 5 miles, V, W, X, Y.

LA MIRADA

Central Manufacturing District, Inc. (268 A)

LIVERMORE

Southern Pacific Industrial District (252 A)

LOS ANGELES

Southern Pacific Industrial District, 65 Market St., San Francisco, Calif. Exec officer, W. G. Peoples. 8 units. Acres occupied 74, available 76. Lease & purchase. E, F, H, L 1 mile, N 1 mile, O, P, Q 2 miles, R PE, S PMT, T, U, V.

Southern Pacific Industrial District (86 A)

MARYSVILLE

Yuba County Industrial Tract (85 A)

MODESTO

Beard Industrial District, PO Box 561. Exec officer, J. B. Beard. 30 units. Acres occupied 250, available 1000. Lease & purchase. Space for rent. A, E, F, G, H, K, L, M, N, O, P, Q 1 mile, R, S, U 1 mile, W, X, Y, Z.

Tidewater Southern Railway Co. Industrial Tract, 526 Mission St., San Francisco, Calif. Exec officer, F. B. Stratton. 1 unit. Acres occupied 38, available 188. Lease & purchase. A, E, G, H, L 1 mile, M, N 1 mile, R, S, T 1 mile, U 2 miles, W, Y.

NEWARK

Southern Pacific Industrial District, 65 Market St., San Francisco, Calif. Exec officer, W. G. Peoples. 8 units. Acres occupied 173, available 58. Lease & purchase. E, F, L, N, Q 1 mile, R, S, U 2 miles, W, X, Y.

OAKLAND

Port of Oakland Industrial Park, Grove Street Pier. Exec officer, P. Wagner. 5 units. Acres occupied 88, available 237.

Lease. Public owned, E, F, G, H, K, M, O, Q 1 mile, S, T 5 miles, U, V, W, X, Y

ONTARIO

Ontario Industrial Park (2000 A)

ORANGE

Santa Fe Land Improvement Co. (72 A) Southern Pacific Industrial District (44 A)

PETALUMA

North San Francisco Bay Industrial Park (38 A)

PITTSBURG

Nichols-Brose Industrial Tract (400 A)

POMONA

Pomona Valley Research & Development Center (231 A)

REDDING

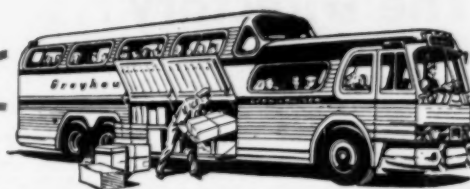
Covington Industrial Park (147 A)

REDLANDS

Industri-Park of Redlands, PO Box 53. Exec officer, J. C. Ferrall. 2 units. Acres occupied 90, available 85. Lease & purchase. Space for rent. C, E, L, M, N, O, P, Q, R, S, U 6 miles, V, W, X, Y.

Please Turn to Page 38

NOW SHIP IT FASTER



Got a shipment going hundreds of miles? Get it out by 9 A.M.... it arrives the same day! Got a shipment going about 50 miles? Ship it out around 9 A.M.... it's there by noon!

Whatever the destination of your shipment, chances are, a Greyhound is going there anyway...*right to the center of town.* Greyhound travels *over a million miles a day!* No other public transportation goes to so many places—so often.

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NAME _____ TITLE _____
COMPANY _____
ADDRESS _____ PHONE _____
CITY _____ ZONE _____ STATE _____

IT'S THERE IN HOURS...AND COSTS YOU LESS!

The Directory...

Continued from Page 36

RICHMOND

Galvin Industrial Park (66 A)

Santa Fe Land Improvement Co., 121 E. Sixth St., Los Angeles 14. Exec officer, E. H. Farrar. 5 units. Acres occupied 41, available 97. Purchase. A, C, E, F, H, L, N, Q, R Santa Fe, S, T, U 11 miles, W, X, Y.

RIVERSIDE

Presidential Industrial Park, Riverside Board of Realtors. Exec officer, Mrs. Alice Wilson. 1 unit. Acres occupied 15, available 180. Purchase. B, E, F, K, L 1 mile, M 1 mile, N 1 mile, O, P, Q 1 mile, R Santa Fe, S, T 6 miles, U 3 miles, V 1 mile, W, X, Y.

Hunter Park, Riverside Board of Realtors. Exec officer, Mrs. Alice Wilson. 5 units. Acres occupied 130, available 500. Lease & purchase. A, E, F, K, L 1 mile, M 1 mile, N 1 mile, O, P, Q 1 mile, R Santa Fe UP SP, S, T 3 miles, U 11 miles, V 2 miles, W, X, Y.

Airport Industrial Properties, Riverside Board of Realtors. Exec officer, Mrs. Alice Wilson. 5 units. Acres occupied 70, available 700. Lease & purchase. B, E, F, K, L 1 mile, M 1 mile, N 1 mile, O, P, Q 1 mile, R UP, S, T 5 miles, U 1 mile, V 1 mile, W, X, Y.

ROHNERT PARK

Rohnert Park Industrial Center, PO Box 272, Cotati. Exec officer, P. Golis. 6 units. Acres occupied 30, available 200. Lease & purchase. Space for rent. A, E, K, L 7 miles, M 5 miles, N 4 miles, O, P, Q 2 miles, R NWP, S, U 8 miles, V, W, X, Y.

SAN DIEGO

City Industrial Park, 273 Civic Center. Exec officer, J. R. Jensen. 4 units. Acres occupied 45, available 320. Lease & purchase. D, E, L 1 mile, N 1 mile, U adjacent, W, X, Y. Paved streets.

SAN MATEO

Crocker Industrial Park, 660 Market St., San Francisco. Exec officer, W. F. Morton. 10 units. Acres occupied 41, available 104. Lease. A, C, E, H, L 3 miles, M 3 miles, N 5 miles, Q 5 miles, R, S, T 5 miles, U 8 miles, V, W, X, Y. Storm & sanitary sewers.

SANTA ANA

Santa Fe Land Improvement Co., 121 E. Sixth St., Los Angeles 14. Exec officer, E. H. Farrar. 5 units. Acres occupied 15, available 218. Purchase. A, C, E, F, H, L, N, Q, R Santa Fe, S, T 2 miles, U 47 miles, W, X, Y.

Southern Pacific Industrial District (71 A)

SANTA CLARA

Southern Pacific Industrial District (264 A)

SANTA FE SPRINGS

Southern Pacific Industrial District (49 A)

STOCKTON

Santa Fe Land Improvement Co., 121 E. Sixth St., Los Angeles 14. Exec officer, E. H. Farrar. 2 units. Acres occupied 37, available 682. Purchase. A, C, E, H, L, N, Q, R Santa Fe, S, T 5 miles, U 4 miles, W, X, Y.

Port of Stockton, PO Box 2089. Exec officer, E. E. Ferrari. 6 units. Acres occupied 300, available 160. Lease. Space for rent. A, C, E, F, G, K, L 2 miles, M 2 miles, N 2 miles, Q 2 miles, R Santa Fe SP WP, S, T 2 miles, U 5 miles, V, W, X, Y, Z.

SUNNYVALE

Duane Industrial Park (11 A)
Lafferty Industrial Center (20 A)
Pursley Industrial Park (30 A)
Southern Pacific Industrial District (274 A)

Sunnyvale Industrial Park, 1210 Mt View Alviso Rd. Exec officer, E. F. Alaimo. 16 units. Acres occupied 30, available 170. Lease & purchase. Space for rent. E, F, G, H, K, N, 3 miles, O, P, Q 3 miles, S, U 12 miles, W, X, Y.

TORRANCE

Chanslor-Western Oil and Development Co., 121 E. Sixth St., Los Angeles 14. Exec officer, E. H. Farrar. 14 units. Acres occupied 170, available 319. Purchase. A, C, E, H, K, N, Q, R Santa Fe, S, U 10 miles, W, X, Y.

Torrance Industrial Zone, 3031 Torrance Blvd. Exec officer, G. W. Stevens. 250 units. Acres occupied 1000, available 500. Lease & purchase. Space for rent. A, E, F, H, K, L 1 mile, N 3 miles, O, P, Q 3 miles, R, S, U 2 miles, V, W, X, Y.

TURLOCK

Tidewater Southern Railway Co. Industrial Tract (76 A)

UNION CITY

Central Bay Industrial District, 526 Mission St., San Francisco. Exec officer, F. B. Stratton. 2 units. Acres occupied 40, available 400. Lease & purchase. C, E, H, L 1 mile, N 1 mile, Q 1 mile, R, S, T 2 miles, U 4 miles, W, X, Y, Z.

Southern Pacific Industrial District (222 A)

VINA VISTA-KAISER

Southern Pacific Industrial District (758 A)

VISALIA

Visalia Industrial Park, 106 S. Court St. Exec officer, J. L. Davis. 6 units. Acres occupied 60, available 120. Purchase. C, E, L 1 mile, M 3 miles, N 5 miles, Q 5 miles, R, S, T 1 mile, U 1 mile, W, X, Z.

WOODLAND

Southern Pacific Industrial District (104 A)

COLORADO

BOULDER

C & S Industrial District (40 A)

BLOOMFIELD

Jefferson County Airport Industrial Park, 10200 W. 20th Ave. Exec officer, R. B. Cormack. 3 units. Acres occupied 325, available 1100. Lease & purchase. Space for rent. County owned. E, G, H, K, M, N 2 miles, Q 10 miles, R, S, U, V, W, X, Y.

CANON CITY

Canon City Area Development Foundation (165 A)

COLORADO SPRINGS

Pikes Peak Industrial Park, 112½ E. Pikes Peak Ave. Exec officer, W. E. Carraway. 1 unit. Acres occupied 30, available 180. Purchase. A, D, E, L 1 mile, M 3 miles, N 1 mile, O, P, Q 3 miles, R, S, T 3 miles, U 9 miles, W, X, Y.

Roswell Industrial District (70 A)

DENVER

Airlawn Industrial District, 100 La Salle Station, Chicago 5, Ill. Exec officer, F. J. Schmidt. 4 units. Acres occupied 36, available 120. Lease & purchase. A, C, E, G, H, K, L, M, Q, R, S, T, U.
Blakeland Industrial District, 1531 Stout St. Exec officer, R. C. Cauness. Acres occupied 480, available 300. Lease & purchase. B, C, E, G, H, K, M 3 miles, N 3 miles, Q 3 miles, R, S, T 3 miles, U 10 miles, W, X, Y.

Sandown Industrial District (46 A)

GREELEY

Greater Greeley Improvement Co. (35 A)

LAMAR

Great Lamar Improvement Co., Inc. (40 A)

LITTLETON

Santa Fe Industrial District (430 A)

PUEBLO

Pueblo Industrial Development Corp., PO Box 697. Exec officer, C. L. Thomson. 3 units. Acres occupied 3, available 810. Lease. E, H, K, M 4 miles, O, P, Q 5 miles, R, S, T, U, V, W, X, Y, Z.
Santa Fe Industrial District (35 A)

CONNECTICUT

DANBURY

Danbury Industrial Park (67 A)

HARTFORD

Brainard Industrial Park, 170 Sigourney St. Exec officer, J. E. Hayes. 6 units. Acres occupied 32, available 125. Lease & purchase. B, C, E, H, K, N adjacent, R, S, T 2 miles, U adjacent, V, W, X, Y.

WINDSOR

Windsor Industrial Park (36 A)

DISTRICT OF COLUMBIA

WASHINGTON

United Industrial District (40 A)

FLORIDA

BOCA RATON

Leeside Industrial Center (8 A)

CLEARWATER

Clearwater Industrial Park (123 A)

JACKSONVILLE

Lane Avenue Industrial Subdivision (320 A)

New Kings Road Industrial Subdivision (53 A)

D. H. Overmyer Warehouse Co. (11 A)
Wesjay Development, 1117 Fla Title Bldg. Exec officer, L. Wedekind. 7 units. Acres occupied 23, available 177. Lease & purchase. Space for rent. A, E, H, L 1 mile, M 5 miles, N 1 mile, P, Q 3 miles, R, ACL, S, T 5 miles, U 12 miles, W, X, Y.

LAKELAND

Lakeland Industrial Park, Atlantic Coast Line RR Co., Jacksonville 2. Exec officer, R. P. Jobb. 3 units. Acres occupied 30, available 80. Purchase. D, E, H, R, S, W, Y.

ORLANDO

Fairvilla Industrial Park (95 A)

Lake Holden Industrial Park (100 A)

ST. PETERSBURG

Joe's Creek Industrial Park (100 A)

SARASOTA

DeSoto Industrial Park, Tallavast Road & Seaboard RR. Exec officer, J. P. Schwind. 1 unit. Acres occupied 82, available 60. Lease & purchase. A, C, E, L 1 mile, N 1 mile, R, S, T 1 mile, U 1 mile, W, Z.

Please Turn to Page 40

THE CODE

- A = Incorporated
- B = Unincorporated
- C = Profit
- D = Non-Profit
- E = Light Manufacturing
- F = Heavy Manufacturing
- G = Public Warehouses
- H = Private Warehouses
- K = Restaurant Near Site
- L = Nearest Restaurant (Miles)
- M = Nearest Hotel (Miles)
- N = Nearest Motel (Miles)
- O = Secretarial Service
- P = Telephone Answering
- Q = Nearest Bank (Miles)
- R = Rail Siding Available
- S = Trucking Service
- T = RR Passenger Station
- U = Nearest Airport (Miles)
- V = Local Transit
- W = Electric Power
- X = Gas by Pipe
- Y = City Water
- Z = Well Water



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FACTS
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on Microwave

On a new controlled orbit, transportation facts now fly over the earth aboard U.P.'s own microwave system.

Facts about your shipments, the moving trains, and the myriad data that make this railroad run right, flash along one of the world's largest private communication systems.

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**UNION
PACIFIC** Railroad

Omaha 2, Nebraska

U. S. Map of Industrial Districts — Dot equals site of 100 acres or more.



—Based on 1960 Survey

The Directory . . .

Continued from Page 38

TAMPA

Frank Adamo Drive Industrial Park (130 A)

D. H. Overmyer Warehouse Co. (22 A)
Tampa Industrial Park, PO Box 420.
Exec officer, A. R. Timberman, Jr. 9
units. Acres occupied 550, available 450.
Purchase. D, E, L 1 mile, M 10 miles,
N 4 miles, Q 1 mile, R, S, T 10 miles,
U 10 miles, W, X, Y, Z.

GEORGIA

ATLANTA

Fulton County Industrial District. 7
units. Acres occupied 300, available 600.
Purchase. D, E, F, H, K, N, R, S, U,
W, X, Y.
D. H. Overmyer Warehouse Co. (16 A)

AUGUSTA

Miracle Mile Industrial Park, Committee
of 100, Inc. Exec officer, Allen H. Doug-
las. 2 units. Acres occupied 62, avail-
able 310. Lease & purchase. B, C, H, E,
F, L 1 mile, M 4 miles, N 2 miles, Q 2
miles, R, S T 4 miles, U 1 mile, V, W,
X, Y, Z.

DALTON

Whitfield Industrial Park, Inc. (160 A)

DECATUR

Ponce de Leon Industrial District, PO
Box 648. Exec officer, A. W. Broome.
32 units. Acres occupied 370, available
540. Purchase. Space for rent. C, E, H,
K, M 2 miles, N 3 miles, Q 2 miles, R, S,
T 3 miles, U 18 miles, W, X, Y.

MARIETTA

Cobb Industrial Park, C & S Realty Corp.

Exec. officer, R. Varner. 10 units. Acres
occupied 585, available 58. Lease & pur-
chase. Space for rent. B, E, G, H, K, M
20 miles, N 1 mile, O, P, Q 3 miles, R, S,
T 3 miles, U 5 miles, V, X, Y.

SAVANNAH

Plaza Industrial Park, Inc. (83 A)

Savannah District Authority (75 A)

WAYCROSS

Waycross Air Base, PO Drawer 198. Exec
officer, J. Harrison. 6 units. Acres oc-
cupied 100, available 500. Lease & pur-
chase. D, E, F, L 2 miles, M, N 1 mile,
O, P, Q 1 mile, R, S, T 1 mile, U 1 mile, V, W, Z.

HAWAII

HONOLULU

Airport Industrial Park (135 A)

Campbell Industrial Park, 828 Fort St.
Exec officer, W. H. McVay. 18 units.
Acres occupied 530, available 900. Lease.
C, E, F, K, M 22 miles, Q 6 miles, S,
U 17 miles, W, Y.

IDAHO

BOISE

Boise Industrial Sites (200 A)

NAMPA

Nampa Industrial Corp. (45 A)

TWIN FALLS

Twin Falls Industrial Park (64 A)

ILLINOIS

ALSIP

Alsip Industrial District, 150-38 Northern
Blvd., Flushing, N. Y. Exec officer, J.
Rubinfeld. 2 units. Acres occupied 322,
available 216. Lease & purchase. A, E,
F, L 1 mile, N 1 mile, Q 1 mile, R, T 2
miles, U 8 miles, V, W, X, Y.

Cal-Sag Industrial Sites, New York
Central R.R., Room 527, LaSalle St. Sta-
tion, Chicago 5, Ill. Exec officer, H. W.
Coffman. 1 unit. Acres occupied 41, avail-
able 600. Purchase. C, E, F, H, L 1 mile,
N, Q 2 miles, R IHB, S, U 5 miles, V,
W, X, Y, Z.

AURORA

Montgomery Industrial District, 547 W.
Jackson, Chicago, Ill. Exec officer, O. O.
Waggoner. 1 unit. Acres occupied 50,
available 509. Lease & purchase. Railroad
owned, F, K, L, M, N, O, P, Q, R CB&Q,
S, T 1 mile, U 7 miles, V, W, X, Y.
Storm & sanitary sewer service installed.

BRIDGEVIEW

Bridgeview Industrial Sites, New York
Central R.R., Room 527, LaSalle St. Sta-
tion, Chicago 5. Exec officer, H. W.
Coffman. 1 unit. Acres occupied 38, avail-
able 270. Purchase. C, E, F, H, L 1 mile,
N 1 mile, R IHB, S, U 5 miles, W, X,
Y, Z.

BROADVIEW

Broadview Industrial Center (60 A)

CARPENTERSVILLE

Meadowdale Industrial Park, Leonard W.
Besinger Associates. Exec officer, W. G.
Fleischhauer. 4 units. Acres occupied 35,
available 250. Lease & purchase. Space
for rent. C, E, F, L 2 miles, N 2 miles,
P, Q 2 miles, R, S, U, V, W, X, Y.

CENTRALIA

Centralia Industrial Park, 107 S. Locust.
Exec officer, B. Ober. 1 unit. Acres oc-
cupied 10, available 100. Lease & pur-
chase. Please Turn to Page 42



"How can I cut over-all distribution costs?"

It's a timely question, and we may well have the answer.

How about *transportation*? Have you checked recently to see if Seaboard's modern freight facilities can reduce the tab you pick up on shipments in or out of your territory?

We like to figure with a sharp pencil, too. Let's talk over commodity, carload and multiple-car rates, specialized rail equipment, Piggyback. Get acquainted with *railroad dependability* and Seaboard's helpful, friendly service that *follows through* from first to last. Please call your nearest Seaboard representative.



Growing fast! Seaboard's Piggyback service in the Southeast and between North and South.

SEABOARD

AIR LINE
RAILROAD



THE ROUTE OF COURTEOUS SERVICE

The Directory . . .

Continued from Page 40

chase. A, E, L 1 mile, M 2 miles, N 1 mile, O, P, Q 1 mile, R, S, T 2 miles, U 2 miles, W, X, Y.

CHICAGO

Central Manufacturing District, 38 S. Dearborn St. Exec officer J. F. Donovan. Acres occupied 900, available 118. Lease & purchase. Space for rent. C, E, F, H, K, M 1 mile, Q 1 mile, R, S, W, X, Y. Private streets.

GALESBURG

Santa Fe Industrial Property (81 A)

HODGKINS

Santa Fe Industrial District, 80 E. Jackson Blvd., Chicago 4. Exec officer, G. W. Cox. 3 units. Acres occupied 315, available 300. Lease & purchase. A, C, E, F, G, H, L 1 mile, N 2 miles, Q 2 miles, R, AT&SF, S, T 1 mile, U 5 miles, V, W, X, Y, Z.

MELROSE PARK

Anderson Industrial District (80 A)

MILAN

Milan Industrial Park (32 A)

MOLINE

Rock River Industrial Park (63 A)

MOMENCE

Momence Industrial District (70 A)

MT. PROSPECT

Mt. Prospect Industrial Park (75 A)

NAPERVILLE

CB&Q Industrial Park (471 A)

NORTHLAKE

Northlake Industrial District, 400 W. Madison St., Chicago 6. Exec officer, G. F. Cermak. 7 units. Acres occupied 185, available 150. Purchase. C, E, F, H, L 1

mile, M 5 miles, N 2 miles, O, P, Q 1 mile, R, S, T 2 miles, U 4 miles, V, W, X, Y.

INDIANA

ELKHART

East Side Industrial Park (140 A)

EVANSVILLE

East Industrial District (500 A)
Gatewood Industrial Park (23 A)
Harwood Industrial District (600 A)
Mid-Town Industrial Park (22 A)
Northeast Industrial District (1000 A)
Stockwell Industrial Park (60 A)

GARY

Gary Industrial District (75 A)
Gary Industrial Foundation, Inc., PO Box 578. Exec officer, S. A. Harrison. 1 unit. Acres occupied 32, available 123. Lease & purchase. D, E, L 3 miles, M 3 miles, Q 3 miles, R IHB, S, T 3 miles, U 3 miles, W, Y. Sanitary sewer available.

GREENSBURG

Greensburg Industrial District, 208 E. Main St. Exec officer, O. W. Pongrace. 3 units. Acres occupied 30, available 144. Purchase. A, D, F, H, K, M 1 mile, N

Please Turn to Page 44

Warehouse Group's Luncheon



Group members, wives, and guests attended the annual luncheon of Affiliated Warehouse Companies. The event was held in the Denver-Hilton Hotel in connection with the Eighth Annual Meeting of Affiliated. Walter P. Taylor is the president

SAM Gives MH Award



The 1961 Material Handling Award of the Society for the Advancement of Management is presented to Charles S. Schroeder (center), he recently retired as director of research for Yale and Towne, by Warren J. King—the Society's vice president for material handling. Looking on is President James E. Newsome

Flatcar for Steel Bars



A newly designed flatcar for shipping cold finished steel bars has resulted in savings in time and money. Designed and built in the Wabash Railroad shops, it is being used to haul bars from the Bliss & Laughlin Harvey, Ill., plant to the Emerson Electric Co. plant at Paragould, Ark. The car has a series of cradles bolted to the deck into which the bars are fitted. The bars are wrapped in waterproof material

Test Shipment of Latex



Collapsible containers—Sealdrums—were recently used for a test shipment of latex from plantations of the United States Rubber Co. in Malaya. The shipment was received at Jersey City, N. J. The containers, each holding 500 gal., are stored like giant eggs in a carton. Ordinarily the material would have been shipped in disposable steel drums or in 150,000-gal. tanks

Be sure the cargo containers you purchase today
are flexible for **automatic handling tomorrow**



ALWAYS SPECIFY NATIONAL *SPEEDLOADER* COMPONENTS

Sooner or later you'll "containerize" your shipments . . . go all the way in fully automatic handling equipment.

But the question is: How can you protect the investment you're contemplating making in containers for manual or semiautomatic handling . . . make them fully compatible for future use with automated equipment?

The answer is: Order your present containers with National Speedloader corner castings. They can be incorporated in any commercial container at time of manufacture . . . can be handled by fork lifts, hooks, slings or straddle type equipment. Yet when you automate your materials handling in the future with National's Speedloader System, the Speedloader-equipped containers will be fully compatible for interchange without modification of any kind.

Food for thought? For sure. And remember: Automatic handling of cargo containers is the Big Idea whose time has now come—and the National Speedloader System is its Big Name.

A-3096A

Transportation Products Division



The Directory ...

Continued from Page 42

3 miles, Q 1 mile, R NYC, S, T 1 mile, U, X, Z. Sanitary sewer.

HAMMOND

Hammond Industrial District, Chicago South Shore & South Bend RR., Michigan City. Exec officer, W. P. Colliton. 2 units. Acres occupied 76, available 156. Lease & purchase, A, C, F, H, L 2 miles, M 3 miles, N 4 miles, Q 3 miles, R, S, T 2 miles, U 3 miles, W, X, Y.

INDIANAPOLIS

New York Central Industrial Park (250 A)

Northwest Indianapolis Industrial Park (195 A)

P.J.S. Industrial Park (44 A)

Sky Harbor Industrial Center (61 A)

MICHIGAN CITY

212 Industrial District (34 A)

NEW CASTLE

New Castle Industrial Park (39 A)

SOUTH BEND

Airport Industrial Park (100 A)

IOWA

Bettendorf Industrial Development Corp. (20 A)

BOONE

Boone Industrial Development Corp., 512 Eighth St. Exec officer, J. A. Flanagan. 4 units. Acres occupied 30, available 300. Lease & purchase, A, C, E, L, M, N, Q 1 mile, R C&N, S, T, V 25 miles, U 1 mile, W, X, Y. Sewer and fire protection.

CARROLL

Carroll Industrial Corp. (45 A)

CENTERVILLE

Centerville Industrial Committee (54A)

CLINTON

Manufacturing Meadows, PO Box 229, Shull Bldg. Exec officer, R. J. Stapleton. 5 units. Acres occupied 62, available 110. Lease & purchase, A, D, E, L 1 mile, N 1 mile, M 3 miles, Q 3 miles, R, S, T 3 miles, U 4 miles, V, W, X, Y.

COUNCIL BLUFFS

Council Bluffs Industrial Foundation (113 A)

DAVENPORT

Davenport Industrial Development Co., 404 Main St. Exec officer, R. E. Fensterbusch. 4 units. Acres occupied 90, avail-

able 43. Purchase, A, D, E, G, H, L 2 miles, M 5 miles, N 3 miles, Q 4 miles, R, S, U 6 miles, V, W, Y.

DES MOINES

Iowa Foundation, Inc. Industrial Park, 312 Savings & Loan Bldg. Exec officer, R. F. Lundy. 4 units. Acres occupied 20, available 80. Lease & purchase, A, E, F, K, M 2 miles, N 1 mile, P, Q 1 mile, R, S, T 3 miles, U 4 miles, W, X, Y.

DUBUQUE

Dubuque Industrial Park (154 A)

MARSHALLTOWN

Marshalltown Industrial Park, Inc. (231 A)

MASON CITY

Mason City Development Association (40 A)

SIOUX CITY

Tri View Industrial District (67 A)

KANSAS

ARKANSAS CITY

Arkansas City Industries, Inc., Arkansas City Office Bldg. Exec officer, E. Shields. 3 units. Acres occupied 100, available 60. Lease & purchase, A, D, E, F, L, M 1 mile, N 1 mile, Q 1 mile, R, S, T 1 mile, U 6 miles, V, W, X, Y.

DODGE CITY

Dodge City Industrial Development Corp. (65 A)

ELLSWORTH

Ellsworth Developments, Inc. (40 A)

GREAT BEND

Great Bend Industrial Development, Inc., PO Box 44. Exec officer, E. E. Lewis. 5 units. Acres occupied 60, available 320. Lease & purchase, A, C, E, F, H, L 3 miles, M 4 miles, N 3 miles, O, P, Q 5 miles, R Santa Fe, S, T 5 miles, U on site, V, W, X, Y, Z.

HORTON

Horton Holding Co. (86 A)

KANSAS CITY

Santa Fe Industrial District, 900 Polk St., Amarillo, Texas. Exec officer, R. D. Luton. 9 units. Acres occupied 213, available 378. Purchase, A, C, E, F, H, K, M 5 miles, N 5 miles, Q adjacent, R Santa Fe, T 6 miles, U 8 miles, W, X, Y.



LAWRENCE

Santa Fe Industrial District (188 A)

OLATHE

Frisco Industrial District (118 A)

Santa Fe Industrial District, Santa Fe Railway, 9th & Jackson, Topeka, Kansas. Exec officer, L. M. Olson. 1 unit. Acres occupied 50, available 405. Lease & purchase, A, C, E, L 1 mile, R AT&SF, S, W, X, Y, Z.

PARSONS

Parsons Industries (50 A)

RUSSELL

Russell Industries, Inc. (86 A)

SALINA

Salina, Incorporated (49 A)

TOPEKA

Santa Fe Industrial District (45 A)

WICHITA

29th Street Industrial District (123 A)

The Midland District, 110 N. Main. Exec officer, N. R. Weigand. 22 units. Acres occupied 70, available 75. Lease & purchase. Space for rent, A, C, E, H, K, M 2 miles, N 1 mile, Q 1 mile, R, S, T 2 miles, U 5 miles, V, W, X, Y.

Santa Fe Industrial District (50 A)

KENTUCKY

CALVERT CITY

Calvert City Industrial District (125 B)

Please Turn to Page 46

Index, 1947-49=100

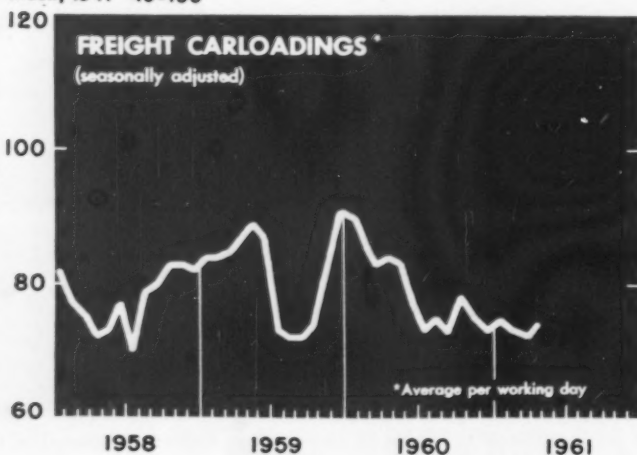


PHOTO CREDITS: P. 33, Presidents Island, Memphis, Tenn.; P. 36, Crocker Industrial Park, San Mateo, Calif.; P. 44, Massachusetts Industrial Park, Chicopee Falls, Mass.; P. 46, New England Industrial Center, Needham, Mass.; and P. 56, Swan Island Industrial Park, Portland, Ore.

Split-second communications

...another *good* reason for shipping Rock Island

Paging and talk-back systems, two-way radios, walkie-talkies, tape recorders, Teletype, Microwave, Centralized Traffic Control...

all of these electronic devices are used to help the Rock Island offer you the finest freight service. On moving trains, two-way radios between locomotives and cabooses let crews communicate en route and maintain prompt contact with way stations. In yards, inspectors prevent delays by calling for repairs on loaded cars with walkie-talkies. Numbers on arriving cars are radioed to yard clerks, and recorded if the clerks are busy. Switch locomotives are equipped with two-way radios to receive special instructions and make yard operations more effective. The result? Car location data is instantly available, car handling is improved, and freight is advanced up to hundreds of miles.

This efficient communications network is but one of the many reasons why the Rock Island is known as the railroad of planned progress. In addition you get the benefit of push-button yards; better, faster piggyback service with ramps that blanket the system; strategically located direct interchanges; experienced, conscientious personnel; and modern, trouble-free equipment. All of this adds up to fast, efficient shipping.

Your Rock Island representative will be glad to put this effective combination to work for you. Call him.



ROCK ISLAND LINES

*The railroad of planned progress
...geared to the nation's future
Chicago 5*

The Directory . . .

Continued from Page 44

COVINGTON
Northern Kentucky Industrial Foundation, Inc. (923 AD)

FLORENCE
Northern Kentucky Industrial Foundation, Inc. (922 AD)

FRANKLIN
Franklin Industrial Development Assn., Inc., (21 AD)

GREENVILLE
Greenville Industrial Development Corp. (109 AD)

LAWRENCEBURG
Anderson County Industrial Corp., City Hall. Exec officer, Walter Patrick. Acres occupied 10 acres, available 100. Lease & purchase. Will build. D,E,L,M,N,O,P,Q, R,S,U,W,X,Y.

T & P Industrial Area (20 A)
The Texas & Pacific Railway's Common St. Industrial Sites (15 AC)

SPRINGHILL
The Greater Springhill Corp. (300 AD)

MAINE

AUBURN
Auburn Business Development Corp. (36 A)

BANGOR
Bangor's Industrial Park, City Hall. Exec officer, Peter R. D'Errico. 10 units. Acres occupied 30, available 250. Purchase. Will build. B,C,E,G,H, K, M 2 miles, N 2

available 100. Lease & purchase. Build own. Will build. Space for rent. Package financing. A, C, E, H, L ¼ mile, N ½ mile, O, P, Q ¾ mile, R B&O, S, T 2 miles, U 5 miles, V, W, X, Y.

SEAT PLEASANT
Central Industrial Park (35 B)

SILVER SPRING
Montgomery County Airpark, Inc. (137 A)
Silver Spring Industrial Park, Inc. (85 A)

MASSACHUSETTS

AUBURN
Auburn Industrial Park (55 A)

BEDFORD
Bedford Research & Office Park (4 A)

BRAINTREE
Grossman Park (50 AC)

BROCKTON
Oak Hill Industrial Development (50 BC)

CHICOPEE FALLS
Massachusetts Industrial Park (89 A)



MT. VERNON
Rockcastle Chamber of Commerce (22 DB)

LOUISIANA

ARCADIA
Arcadia Development Co., Inc. (24 AD)

BOSSIER CITY
Bossier City Industrial Acreage (21 D)

DE RIDDER
DeRidder Industrial Development Corp., Box 309. Exec officer, Gordon Copeland. 1 unit. Acres occupied 32, available 421. 50-year lease. Will build. A,C,E,F,G,H,K, M, N, Q, R, S, T Santa Fe KCS 3 miles, U, W, X, Y, Z.

MONROE
Monroe Industrial Park (No acres BC)

NEW ORLEANS
Gentilly Industrial Park (50 A)

RAYNE
Davidson Stutes Park (400 B)

RESERVE
Riverlands Industrial District, 1105 Carondelet Bldg. Exec officer, W. C. Cain. 3 units. Acres occupied 120, available 400. Lease & purchase. Will build. Space for rent. B, E, H, Q 1½ miles, N 3 miles, L 5 miles, R, S, U 15 miles.

SHREVEPORT
Freestate Industrial Park, 265 N. Freestate Blvd. Exec officer Jack Clarke. 23 units. Acres occupied 68, acres available 311. Lease & purchase. Will build. Space for rent. A, C, E, F, H, K, N ¼ mile, Q ¼ mile, R joint KCS & T&P, S, T ½ mile, U adjacent, V pvt. bus service, W, X, Y, Z, all in unlt'd. quantities.
Kansas City Southern Industrial Area, 4601 Blanchard Rd. Exec officer, Paul Sippel. 29 units. Acres available 185, occupied 144. Lease & purchase. Will build. Space for rent. A, E, F, G, H, K, M 4 miles, N, O, Q, R, KCS, S 14 lines, T 4 miles, U 2 miles, V, W, X, Y.

miles, O,P,Q, 2 miles, R Maine Central, S, U 2 miles, V,W,Y.

BIDDEFORD
Biddeford Industrial Park (125 A)

PORTLAND
Vine-Deer-Chatham (6 D)

PRESQUE ISLE
Presque Isle Industrial Park (64 A)

SACO
Saco Industrial Park (156 A)

SANFORD
Sanford Industrial Estates (100 A)

SOUTH PORTLAND
ADC Building Fund, Inc. (140 A)
Frank A. Rumery Industrial Park (48 AC)

MARYLAND

EASTGATE
Eastgate Industrial Center (8 B)

BELTSVILLE
Beltsville Industrial Center. Exec officer, Ralph B. Williams. 10 units. Acres occupied 47, available 85. Lease & purchase. Will build. A, C, E, F, H, L ½ mile, N ¼ mile, Q ¾ mile, R, S, U 22 miles, V bus, W, X, Y.

HYATTSVILLE
Hyattsville Industrial (16 B)

OWINGS MILLS
Owings Mills Industrial Park, 4319 Millford Mill Rd. Exec officer, Frank S. Nicoll, Jr. 5 units. Lease & purchase. Build own. Will build. Acres occupied 26, available 76. A, E, L ½ mile, M 4½ miles, Q 2½ miles, R, S, U, W, X, Y.

ROCKVILLE
Washington-Rockville Industrial Park, 1160 Rockville Pike. Exec officer, George J. Moss. 10 units. Acres occupied 10,

FRAMINGHAM
Commonwealth Industrial Park (70 AC)

GARDNER
Gardner Industrial Foundation (50 D)

LEXINGTON
Lexington Office-Research Park, 60 State St., Boston. Exec officer, Gerald W. Blakely, Jr. 1 unit. Acres occupied 100, available 14. Lease & purchase. Build own. Will build. A, K 3, L 3, M, Q 2, U, V, W, X, Y.

NATICK
Natick Industrial Park (16 D)

NEEDHAM
New England Industrial Center, 60 State St., Boston. Exec officer, Gerald W. Blakeley, Jr. 32 units. Acres occupied 117, available 23. Lease & purchase. Build own. Will build. A, K, N 3 miles, Q, R NYNH&H, S, U, W,X,Y.

NORTH ADAMS
Northern Berkshire Industrial Center (25 AD)

SPRINGFIELD
Springfield Expressway Mfg. Center (450 D)

STONEHAM
Middlesex Industrial Park (36 A)

WAKEFIELD
Wakefield Industrial Center (46 A)

WALTHAM
Bear Hill Industrial Development Trust (40 AC) Waltham Industrial Center, 60 State St., Boston. Exec officer, Gerald W. Blakeley, Jr. 12 units. Acres occupied 128, available 163. Lease & purchase. Build own. Will build. A, E, K,N, Q 3 miles, S,U,W,X,Y.
Waltham Research & Development Park, 60 State St., Boston. Exec officer, Gerald W. Blakeley, Jr. 13 units. Acres occupied 66, available 61. Lease & purchase. Build own. Will build. A, E, K, N, Q 3 miles, S,U, W,X,Y.

WOBURN
Woburn Industrial Center (20 A)

MICHIGAN

COLDWATER

Coldwater Industrial Park, c/o Chamber of Commerce. Exec officer, Dale A. Dean. 2 units. Acres occupied 10, available 159. Lease & purchase. Will build. A, D, R, S, T 1 mile, U 1 mile, W, X, Y.

DETROIT

Leho Industrial Acres No. 1 (15 A)

GRAND RAPIDS

Barnes Industrial Area, 1310 Wallen Ave. S.W. Exec officer, Roy Barnes. 1 unit. Acres occupied 35, available 115. Lease & purchase. Will build. B, C, H, R NYC, S, T 2 miles, V, W, X, Y.

JACKSON

Jackson Central Industrial Park (300 AC)

KALAMAZOO

Gembrit Industrial Park (50 A)

MADISON HEIGHTS

Madison Heights Industrial Park, 9235 Michigan Ave., Detroit 10. Exec officer, Gerald R. Marshall. 2 units. Acres occupied 3½, available 150. Lease & purchase. Build own. Will build. A, E, L 1

MOORHEAD

Northern Pacific Industrial Site (40 C)

ST. PAUL

Metro Roseville Industrial Park, Roseville. Exec officer, Donald McNeely. 3 units. Acres occupied 110, available 75. Lease. Build own. Will build. Space for rent. A, L 1 mile, M 1 mile, Q 1 mile, R, T, U 5 miles, V, W, X, Y, Z.

MISSISSIPPI

CANTON

Industrial Park Commission, Box 202. Exec officer, Toxey Hall. Acres occupied 53.4, available 53.4. Purchase. Build own. Will build. B, D, E, G, H, N 2 miles, Q 1 mile, R, S, T 1½ miles, U 3 miles, W, X, Y.

CARTHAGE

Leake County Industrial Development Corp. (10 AC)

CLEVELAND

Bollivor County Development Assn. (Unltd. BD)

PICAYUNE

Picayune Industrial Sites, Inc. (95 AD)

ROSEDALE

Rosedale Development Commission, Box 366. Exec officer, M. J. Dattel. 1 unit. Acres occupied 95, available 75. Purchase. Will build. Space for rent. A, F, M, N, L 1 mile, R 1C, S, W, X, Y.

SARDIS

Sardis Chamber of Commerce. Exec officer, H. E. Dees. Acres occupied 200, available 200. Purchase. Will build. A, R, S, X, Y.

VICKSBURG

Port of Vicksburg Industrial Park, Box 1074. Exec officer, D. P. Westfall. Acres occupied 52, available 193. Lease & purchase. Build own. Will build. D, E, F, G, H, L, M, N, O, P, Q, R, S, V, T, U, W, X, Y, Z.

YAZOO CITY

Yazoo County Industrial Development Corp., Box 172. Exec officer, Robert L. Wheeler. 2 units. Acres occupied 27, available 200. Purchase. Build own. Will build. A, C, E, H, L 1 mile, M 1 mile, N 1 mile, O 1 mile, Q 1 mile, R 1C, S, T 45 miles, U 45 miles, W, X, Y.

THE CODE

A = Incorporated

B = Unincorporated

C = Profit

D = Non-Profit

E = Light Manufacturing

F = Heavy Manufacturing

G = Public Warehouses

H = Private Warehouses

K = Restaurant Near Site

L = Nearest Restaurant (Miles)

M = Nearest Hotel (Miles)

N = Nearest Motel (Miles)

O = Secretarial Service

P = Telephone Answering

Q = Nearest Bank (Miles)

R = Rail Siding Available

S = Trucking Service

T = RR Passenger Station

U = Nearest Airport (Miles)

V = Local Transit

W = Electric Power

X = Gas by Pipe

Y = City Water

Z = Well Water

mile, M 5 miles, N 3 miles, O 2 miles, P 2 miles, Q 1 mile, S, T 5 miles, U 8 miles, V, W, X, Y.

MELVINDALE

Outer Drive-Megginnity Development (27 A)

MONROE

Port of Monroe Industrial Park (160 A)

PORT HURON

Industrial Development Corp. (100 D)

SOUTH HAVEN

South Haven Industrial Fund, Inc., 300 Broadway. Exec officer, Harold Neal. 8 units. Acres occupied 135, available 31. Lease or purchase. Build own. Will build. Space for rent. A, D, L ¼ mile, M 1 mile, N ¾ mile, Q 1½ miles, R, S, T 10 miles, Q 3 miles, W, G, X.

STURGIS

S. D. Barker Industrial Park (160 A)

TRAVERSE CITY

Traverse City Industrial Fund, Inc., 129 E. Front St. Exec officer, Merle C. Lutz. Acres occupied 2, available 116. Lease & purchase. Will build. A, D, E, L 1¼ miles, M 1¼ miles, N 1 mile, Q 1 mile, R, S, T 1 mile, U 1 mile, V, W, X, Z.

WARREN

Leho Industrial Acres No. 3 (5 A)

MINNESOTA

ALBERT LEA

Jobs Incorporated Industrial & Wholesaling District, 237 Hyde Bldg. Exec officer, William H. Sykes. 8 units. Acres occupied 20, available 100. Lease & purchase. Build own. Will build. A, D, E, F, G, H, K, M, N 5 miles, O, Q 1.5 miles, R, S, T 2 miles, U 3.5 miles, W, X, Y.

EAST GRAND FORKS

Northern Pacific Industrial Site (70 C)

FRIDLEY

Northern Pacific Industrial Site (25 C)

COLUMBIA

Marion County Chamber of Commerce Industrial Park (262 AD)

COLUMBUS

Columbus-Lowndes Industrial Foundation (170 D)

FLORA

Kearney Park. 5 units. Acres occupied 100, available 100. B, E, F, G, H, L 4 miles, M 18 miles, N 18 miles, P, Q 4 miles, R, S, T 18 miles, U 18 miles, W, X, Y.

GREENVILLE

Industrial Foundation, Drawer 933. Exec officer, C. E. Landrum. 55 units. Acres occupied 67, available 80. Purchase. Build own. Will build. A, D, L 1 mile, M 3 miles, N 2 miles, O 3 miles, Q ½ mile, R, S, T 3 miles, U 4 miles, W, X, Y, Z.

HAZLEHURST

Hazlehurst Development Corp. (50 AD)

LOUISVILLE

Winston County Chamber of Commerce. Exec officer, Don Nick. 228 units. Acres available 112. Lease & purchase. Build own. Will build. Space for rent. A, D, E, F, L ½ mile, M 1 mile, N ¾ mile, Q 1 mile, R, T 30 miles, U ¼ mile, W, Y.

MAGNOLIA

Magnolia Industrial Park (26 BD)

NATCHEZ

Natchez-Adams County Port Commission, Box E. Exec officer, L. E. Barry. 2 units. Acres occupied 80, available 240. Lease & purchase. Build own. Will build. Space for rent. D, E, H, R, S, U, V, W, X, Z. All within 6 miles of development.

NEW ALBANY

Clarkland Industrial District (112 B)

OXFORD

Oxford-Lafayette County Chamber of Commerce (Unltd. D)

MISSOURI

CRESTWOOD

Watson Industrial Park (28 C)

FENTON

Meramec Industrial Park (220 B)

GREENFIELD

Greenfield Industrial Corp. (32 AC)

KANSAS CITY

Blue Valley Industrial District (77 B)

NEOSHO

Neosho Industries, Inc., c/o Chamber of Commerce. Exec officer, Donald C. Barnett. 2 units. Acres occupied 35, available 170. Purchase, will build. B, D, F, H, L, M 3 miles, N 2 miles, O, Q 3 miles, R, S, T 3 miles, V 2 miles, W, X, Y, Z.

NORTH KANSAS CITY

North Kansas City Development Co., 2101 Burlington St. Exec officer, I. Selden Catlin. 150 units. Acres occupied 600, available 800. Lease. Build own. Will build. Space for rent. A, C, E, F, G, H, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y. All within 1 mile.

ST. LOUIS

Tree Court Industrial Park (110 AC)

SEDALIA

Sedalia Chamber of Commerce (25 A)

SIKESTON

Sikeston Industrial Development Co. (325 A)

SPRINGFIELD

East Belt Property (340 B)
Industrial Development Corp. (114 AC)
North Yards Area (24 B)
Reclamation Area (25 B)

VALLEY PARK

Clarkland Industrial Site (47 B)

WEST PLAINS

Frisco Industrial Park (60 B)

MONTANA

BILLINGS

Billings Industrial Park (80 AC)
Northern Pacific Industrial Site, 2224 Montana Ave. Exec officer, P. D. Edgell. 27 units. Acres occupied 85, available 140. Lease. Build own. E, G, L ½ mile, M 3 miles, N 1 mile, Q 2 miles, R, NP, S, T 3 miles, U 6 miles, W, Y.

NEBRASKA

LINCOLN

Industrial Development Department, Chamber of Commerce (290 C)

Please Turn to Page 50



Duffy-Mott Relies on Enjoys 50% Reduction



LOADING: After moving Compartmentizer snug against bonded block load face, crewman easily engages four locks on each gate. This simple process saved Duffy-Mott dunnage costs and reduced loading time. Compartmentizers divide car into three adjustable areas, a real convenience for mixed-load and stop-off shipments.

ASK FOR THEM BY NAME . . . COMPARTMENTIZER-EQUIPPED BOX CARS

The following shipper conscious carriers now have P-S Compartmentizer Cars in operation:

Atchison, Topeka & Santa Fe	New York Central
Baltimore & Ohio	Norfolk & Western
Bangor & Aroostook	North American Car Corp.
Central of Georgia	Northern Pacific
Chesapeake & Ohio	Pacific Fruit Express
Chicago, Burlington & Quincy	Pennsylvania
Chicago Great Western	St. Louis Southwestern
Chicago & North Western	Seaboard Air Line
Fruit Growers Express	Southern Pacific
Great Northern	Texas & Pacific
Merchants Despatch Transportation	Transport Leasing Company
Milwaukee Road	Union Pacific
Minneapolis & St. Louis	Western Pacific

Glass-packed food shipment goes coast to coast. Damage—one broken bottle.

Duffy-Mott Company, Inc., well known for quality food products, wants long distance shipments of Mott's Apple Sauce and Juice, Sunsweet Prune Juice, Clapp's Baby Foods and other products to arrive ready for grocers' shelves. To keep shipping damage to a minimum and avoid the inconvenience of filing damage claims, Duffy-Mott uses P-S Compartmentizers, and enjoys a 50% reduction in damage, as compared to shipments in conventional box cars.

For example: Duffy-Mott's Hamlin, N. Y., plant recently loaded 75,600 pounds of glass-packed apple sauce and apple juice into a Merchants Despatch P-S Compartmentizer-equipped, insulated box car, and sent it on a 2904 mile trip to their Pratt-Low Division Plant, Santa Clara, Cal. Traveling over four railroads, NYC, CB&Q, UP and SP, this shipment was subjected to all the customary effects of interchange, high speed train make-up, switching and movement. Unloading at Santa Clara revealed just one broken bottle. The other 29,879 jars and bottles were perfect!

If your products are susceptible to damage, too, you owe it to yourself to get more information about extra protection during rail shipment. Write Pullman-Standard for full details on the P-S Compartmentizer.

P-S Compartmentizers... in Lading Damage



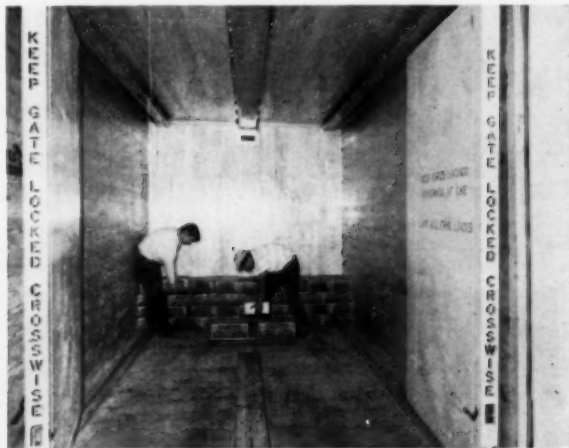
UNLOADING: J. J. Gianotti, Warehouse Superintendent, checks arrival condition of doorway load at Santa Clara, Cal. Said he, "One quart bottle was broken. There was no occasion to make a claim. Stacking patterns stayed neat, and there was no sawtoothing of load."



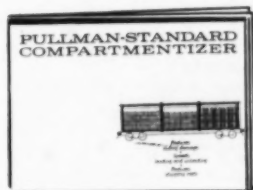
UNLOADING: P-S Compartmentizer gates swing back flush with car side-walls, and though permanently installed can even be positioned outside the doorway. Here 880 A-end cases are shown, still in perfect line-up, 100% free of damage. Ready-for-the-shelf shipments like this protect customer good will.



UNLOADING: B-end cases being unloaded with pallet and lift-truck method. Compartmentizer gates provide no obstacle or hindrance to personnel or mechanical handling equipment. Orderly, no-damage condition of lading speeds unloading, and there are no bars or braces to replace after car is unloaded.



UNLOADING: Note clean, smooth, car floor and walls. No projections here to harm cases, no damaged interiors to be repaired, no mess of dunnage, strapping, ruined merchandise for cleanup and disposal. Compartmentizer-equipped car is immediately ready to carry and protect another shipment.



This brochure contains Compartmentizer details and specifications. Write for it today and find out how you can use this outstanding device.

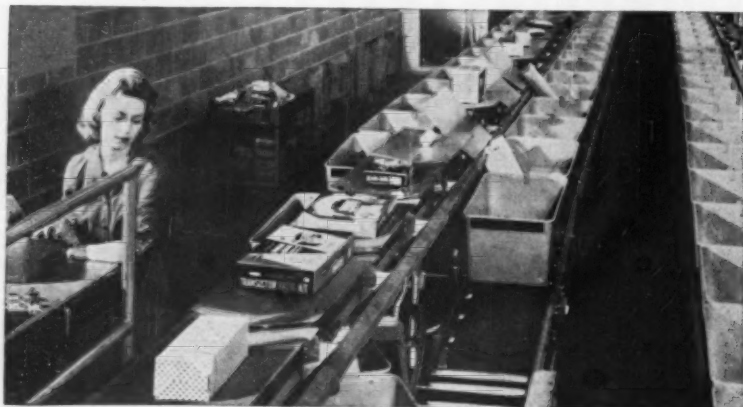
PULLMAN-STANDARD

A DIVISION OF PULLMAN INCORPORATED

200 SOUTH MICHIGAN AVENUE, CHICAGO 4, ILLINOIS
BIRMINGHAM, PITTSBURGH, NEW YORK

J. C. FENNELLY CO., SAN FRANCISCO REPRESENTATIVE

This large Midwestern wholesale house uses four lines of QIK-TIP sorters to sort 12,000 pieces an hour to 400 destinations. The entire operation is easily done by a crew of 12 people. Further, the company has consolidated the operation of six separate warehouses under one roof and one modern system.



"QIK-TIP" SORTER

*Automatically sorts
and distributes
up to 60 pieces
a minute*

The QIK-TIP Sortation System brings the advantages of modern, electronic automation to package handling in assembly plants, parts depots, warehouses, terminals and delivery services of all types. It cuts time, labor and the cost of human error to the bone. Here are two installations.

Write for descriptions of other applications or ask for a personalized analysis of your own sorting problem.



4535 No. 128th. St., Butler (Milwaukee), Wis.



By using the QIK-TIP Sorter, this large automotive parts warehouse increased order-filling speed so that orders are shipped the same day they are received. The stock picker places parts on the color-coded trays which tilt contents into chutes in the background.

The Directory...

Continued from Page 47

OMAHA

Omaha Industrial Foundation's Industrial District, 108 S. 18th St. Exec officer, M. L. Woodburn. 26 units. Acres occupied 240, available 80. Purchase. Build own. A, D, E, F, H, L 1 mile, N 1½ miles, M 3 miles, Q 1½ miles, R UP&MP, S, T 4 miles, U 5 miles, V, W, X, Y.

NEVADA

HAWTHORNE

Mineral County Economic Development Committee (1200 BD)

NEW HAMPSHIRE

CLAREMONT

Sullivan County Industrial Park (45 AD)

CONCORD

Concord Industrial Park, 7 Capitol St. Exec officer, Albert S. Baker. 9 units. Acres occupied 50, available 500. Purchase. Build own. Will build. A, D, E, H, L, M, N, Q, S, T, U, W, X, Y. John E. Terrill Industrial Park, 7 Capitol St. Exec officer, Albert S. Baker. 8 units. Acres occupied 50, available 500. Lease & purchase. Build own. Will build. A, E, L 1 mile, M 1 mile, N 1½ miles, P, Q, R 1 mile, S, T 1½ miles, U, W, X, Y.

DOVER

Southeastern New Hampshire Industrial Park (70 AD)

HOOKSETT

Hooksett Industrial Park, N. H. Industrial Park Authority, Concord. Exec officer, W. L. Foss. 3 units. Acres occupied 20, available 167. Lease & purchase. Build own. Will build. B, D, E, H, L 1 mile, M 8 miles, N 1 mile, Q 6 miles, R B&M, S, T 9 miles, U 10 miles, W, X, Z.

KEENE

Precision Industrial Park, 3 Central Square. Exec officer, Edward Ellingwood. 5 units. Acres occupied 75, available 50. Lease & purchase. Build own. Will build. Space for rent. A, E, K, L, M, N, Q, S, R, U, W, X, Y.

LACONIA

Arthur D. O'Shea Memorial Industrial Park. Exec officer, William Caterino. 2 units. Acres occupied 18, available 180. Lease. Build own. Will build. A, C, E, L 1 mile, M 1 mile, N 1 mile, Q 1 mile, S, T 1 mile, U 4 miles, W, Y.

NASHUA

Nashua-New Hampshire-Foundation Industrial Park, Chestnut and Factory Sts. Exec officer, Thomas Winther. 4 units. Acres occupied 20, available 80. Lease & purchase. Build own. Will build. A, D, E, H, L 1 mile, M 2 miles, N 3 miles, Q 2 miles, R B&M, S, T 2 miles, U 4 miles, W, X, Y.

NEW JERSEY

CLIFTON

Delaware Valley Industrial Park, 790 Bloomfield Ave. Exec officer, Paul L. Troast. 1 unit. Acres occupied 15, available 100. Lease & purchase. Build own. Will build. B, E, K, M, N, O, P, Q, R, S, T, U, V, W, X, Y.

EAST NEWARK

East Newark Industrial Center (15 A)

ELIZABETH

Elizabeth Central District, 143 Liberty St., New York. Exec officer, R. G. Hamlin. 29 units. Acres occupied 145, available 650. Lease & purchase. Build own. Will build. Space for rent. B, E, F, H, K, L 1 mile, M 1 mile, N ½ mile, O, P, Q on property, R, S, T ¼ mile, U 4 miles, V, W, X, Y.

Please Turn to Page 52



Longest object ever moved by a U. S. railroad

And a pair of them, at that—two refinery towers, 229 and 228 feet long, respectively. Built by Wyatt Industries, Inc., Houston, and American Bridge Division of U. S. Steel, Orange, Texas, they were delivered in tandem to Sinclair-Koppers Chemical Company in Houston. Southern Pacific executed the record-breaking move, carrying each rigid

tower on a cradle of six flat cars that were carefully guided past utility poles and around tricky turns.

Moving extra long, high, wide or heavy shipments is a Southern Pacific specialty. That's why shippers and receivers in the Golden Empire call us *first*, whenever their freight needs special handling ...and the extra care the S. P. always gives.



Southern Pacific

Serving the Golden Empire with
TRAINS • TRUCKS • PIGGYBACK • PIPELINES



Which National Lease plan fits your trucking needs?

LEASE A NEW CHEVROLET

or other fine truck
and operate it as
your own, with no
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upkeep, no head-
aches!

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THE CHANGE-OVER PLAN—We take over all of your present truck and maintenance problems, help you reorganize your truck facilities and personnel. We supply you with new vehicles, engineered and painted to your exact requirements, or will buy and recondition your present fleet.

THE ADD-A-TRUCK PLAN—As your business expands, don't use vital capital for more trucks, *lease* new ones as needed.

THE TRUCK RETIREMENT PLAN—As each truck in your fleet needs replacement, instead of buying a new one, *lease* it. In a few years all your vehicles are leased.

THE PILOT PLAN—Instead of switching from ownership to leasing in all locations, select one location (or division) for a "pilot" operation using full-service leased trucks, comparing costs and headaches with trucks which you still own and maintain.

LEASE FOR PROFIT—NATIONALEASE full-service truckleasing supplies everything but the driver. Licensed, insured trucks, engineered and painted to your needs, garaged and expertly maintained. **ONE invoice, NO worries.** Devote your full time, **ALL** your capital to your own business!



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Serving Principal Cities in the U.S. and Canada

23 E. JACKSON BLVD., SUITE G-7, CHICAGO 4, ILL.

The Directory . . .

Continued from Page 50

FAIR LAWN

Fair Lawn Industrial Park, 16-05 Fair Lawn Ave. Exec officer, Joseph A. Higgins. 19 units. Acres occupied 160, available 30. Lease & purchase. Will build. A, C, E, H, L, 1 mile, M 3 miles, N 2 miles, P, Q ½ mile, R Erie, W, X, Y.

HOBOKEN

Princessville Research Center (402 A)

PENNSAUKEN

Airport Circle Industrial Park, 5509 Westfield Ave. Exec officer, W. Leslie Rogers. 7 units. Acres occupied 30, available 110. Lease & purchase. Build own. Will build. A, E, F, G, H, R, S, T 3 miles, U 5 miles, V, W, X, Y.

PEQUANNOCK

Morris County Industrial Park (75 A)

POMONA

Atlantic Industrial Park (1000 A)

RAHWAY

Rahway Industrial Park (8 A)

ROCKAWAY-DENVILLE

Central Morris Industrial Park (130 B)

RUTHERFORD

Belle Mead Industrial Park (175 AC)
Rutherford Industrial Park (70 AC)

NEW MEXICO

ALBUQUERQUE

Barr Industrial Park (240 AC)
Southvale Industrial Park (250 AC)

NEW YORK

AMSTERDAM

Grossman Industrial Center (5 AC)

BEACON

Eacon Terminal Corp. (8 A)

BUFFALO

William Street Industrial Park (100 C)

COHOES

Cohoes Industrial Terminal, Inc. (4 AC)

ELMIRA

Horseheads Industrial Center, 224 William St. Exec officer, J. Walker Owens. 7 units. Acres occupied 120, available 360. Lease & purchase. Build own. Will build. A, C, E, F, G, H, L 1 mile, M 5 miles, N 1 mile, O, P, Q 1 mile, R, S, T 1 mile, U 3 miles, V, W, X, Y.

GARDENVILLE

Cardenville Industrial Park (250 AC)

GLENS FALLS

Glens Falls Industrial Park, 206 Glen St. Exec officer, Harold W. Zenger. 1 unit. Purchase. Build own. Will build. Acres occupied 10, available 74. B, D, L, M, N, O, P, Q, R, S, T 5 miles, U 3 miles, V, W, X, Y, Z.

HORSEHEADS

Horseheads Industrial Center, Box 126. Exec officer, Alfred P. Ilch. 10 units. Acres occupied 150, 400. Lease, will build. A, E, G, H, L 2 miles, M 7 miles, N 4 miles, Q 2 miles, R, S, T 7 miles, U 6 miles, W, X, Y.

MAYBROOK

Maybrook Industries (600 B)

ORANGEBURG

Metropolitan Distribution Center (78.9 BC)

PLAINVIEW

Fulton & Stewart Bldg. (30 C)

ROCHESTER

Miracle Mile, Inc. (400 AC)

SELKIRK

Northeast Crossroads Industrial Park (123 AC)

SYOSSET

Syosset Industrial Park, 40 Eileen Way. Exec officer, Michael Forte. 21 units. Acres occupied 125, available 30. Lease. Will build. Space for rent. B, E, H, K, M, N, O, P, Q, T, W, X, Y.

SYRACUSE

Brooklawn Industrial Park (120 A)
Dewitt Industrial Park Corp. (650 AC)
Grossman Industrial Center (10 AC)
Salina Park of Commerce (40 C)
Syracuse Industrial Park, 1010 James St. Exec officer, Robert J. Barrett. 19 units. Acres occupied 100, available 15. Lease. Will build. A, E, F, H, K, M 3 1/2 miles, N, Q, R, S, T 3 miles, U, V, W, X, Y.
Syracuse Industrial Port, 1010 James St. Exec officer, Robert J. Barrett. 4 units. Acres occupied 82, available 61. Lease & purchase. Build own. Will build. A, L, M, N, Q, R Erie, S, T 10 miles, U, V, W, X, Y.

WEST HAVERSTRAW

Garnerville Holding Co. (75 AC)

NORTH CAROLINA

ALBEMARLE

Stanly County Development Corp. (76 AC)

CHARLOTTE

Arrowood (2266 A)
Chemway Industrial Development (200 A)
Jones Acres for Industry (30 A)
Paw Creek (157 A)
Seaboard Air Line Industrial Development (189 AC)
Wesley Heights, 616 Johnston Bldg. 20 units. Acres occupied 27, available 120. Lease & purchase. Build own. Will build. A, C, E, G, H, K, L, M, N, O, P, Q, W, X, Y.

DURHAM

Durham Investment Corp., Box 869. Exec officer, T. Y. Milburn. 6 units. Acres occupied, available 300. Lease & purchase. Build own. Will build. Space for rent. A, E, S, T, U, V, W, X, Y.

HIGH POINT

Drake Industrial Park, 332 South Wrenn St. Exec officer, Edward Drake, Jr. 5 units. Acres occupied 25, available 102. Purchase. Build own. B, E, H, N, Q, R, M, S, V, T, W, Y.

LAURINBURG

Airpine Industrial Park, State Bank Bldg. Exec officer, George B. Stearns. 10 units. Acres occupied 1500, available 3000. Lease & purchase. Build own. Will build. Space for rent. D, E, F, G, H, L, M, N, O, Q, R, S, T, U, V, W, X, Y.

LEXINGTON

Lexington Industrial Park, Box 564. Exec officer, Sherwood Canada. 2 units. Acres occupied 31, available 180. Purchase. Build own. Will build. A, C, E, F, K, M, N, Q, R, S, T, U, V, W, X, Y.

NASHVILLE

Nashville Chamber of Commerce (18 AD)

RALEIGH

York Industrial Center (500 AC)

ROCKY MOUNT

Rocky Mount Industrial Development Corp., Box 392. Exec officer, Hugh Sawyer. 3 units. Acres occupied 57, available 320. Lease & purchase. Will build. A, C, E, F, K, M, N, Q, R, S, T, U, V, W, X, Y.

WINSTON-SALEM

Starmount Development (21 B)

NORTH DAKOTA

BISMARCK

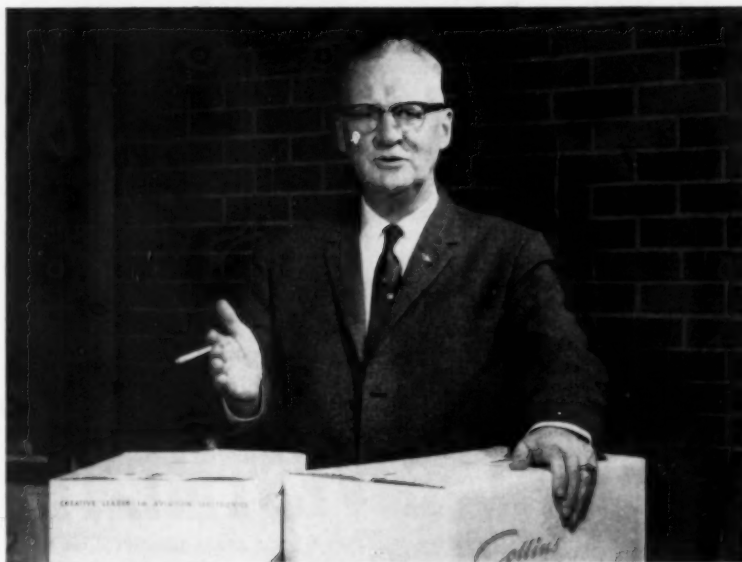
Casey Industries, Inc., Box 1224. Exec officer, T. Clem Casey. 19 units. Acres occupied 110, available 62. Lease & purchase. Build own. Will build. Space for rent. A, C, E, H, L, N, Q, R, S, T, U, V, W, X, Y.

Please Turn Page

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on the air

when we ship via Delta Air Freight"



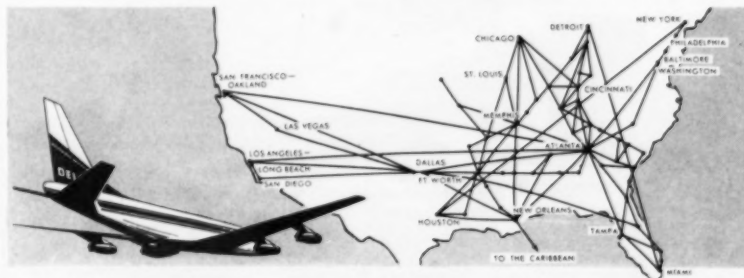
Mr. John Campbell, Sales Traffic Manager, Collins Radio Co., Cedar Rapids, Iowa, states:

"Radio stations can't afford to be without vital parts that keep them on the air. Air time lost is money lost. As supplier of equipment to the broadcast industry, we *must* use a shipping service we can count on to keep these customers stocked, and to make 'panic-button' deliveries in emergencies. That's why we depend on Delta Air Freight.

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DELTA



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the **BIG JETS**

The Directory . . .

Continued from Preceding Page

FARGO

Fargo Industrial Development Corp., Box 1940. Exec officer, Homer W. Ludwick. 15 units. Acres occupied 25, available 225. Purchase. Build own. A, D, E, G, H, L, M, N, Q, R, S, T, U, W, Y. Northern Pacific Industrial Site, c/o Northern Pacific Depot. Exec officer, P. D. Edgell. 21 units. Acres occupied 160, available 100. Lease. Build own. Private development, E, G, H, R, S, T, U, W, Y.

GRAND FORKS

Northern Pacific Industrial Site (30 Pvt.)

OHIO

AKRON

Industrial Heights, Inc. (50 AC)

ALLIANCE

Alliance Development Corp., 207 First Natl. Bank Bldg. Exec officer, Glen W. Allen. Six units. Acres occupied 54, available 100. Lease & purchase. Build own. Will build. Space for rent. A, L, M 3½ miles, N 6 miles, Q 3 miles, S, T 4 miles, U 16 miles, V, W, X, Y.

COOPER-JARRETT, inc.

"The TRAFFIC MAN'S Line"

YOU CAN USE OUR

TOTAL INVESTMENT

Trucks, Tractors, Trailers, Terminals, and Freight Moving Equipment . . . all are at your command!

The right equipment, Double Bottom, Single Bottom, Container Units . . . where you want it . . . when you need it . . . to handle the usual or the unusual in freight shipments.

Road equipment kept constantly at the highest peak of productive efficiency to warrant . . . to continue to receive . . . from an ever-growing list of shippers . . . "CONFIDENCE-JUSTIFIED"

"CONFIDENCE-JUSTIFIED" by the record of achievements . . . of scheduled maintenance . . . of deliveries made when promised . . . of obstacles overcome to give you the service you've come to expect from Cooper-Jarrett, Inc.

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"CONFIDENCE-JUSTIFIED" SERVICE TO ALL POINTS FROM TERMINALS IN . . .

ALLIANCE, OHIO
BALTIMORE, MARYLAND
CHICAGO, ILLINOIS
CINCINNATI, OHIO
CLARKSBURG, WEST VIRGINIA

CLEVELAND, OHIO
COLUMBUS, OHIO
JERSEY CITY, NEW JERSEY
KANSAS CITY, MISSOURI
PHILADELPHIA, PENNSYLVANIA
PITTSBURGH, PENNSYLVANIA

TOLEDO, OHIO
TRENTON, NEW JERSEY
UNIONTOWN, PENNSYLVANIA
WALLINGFORD, CONNECTICUT
WHEELING, WEST VIRGINIA
ZANESVILLE, OHIO

ASHTABULA

Cleveland Electric Illuminating Co., Box 5000. Exec officer, R. L. DeChant. Acres occupied 86, available 86. Purchase. A, W, X, Y. Other tract has 1400 acres available.

BATAVIA

Parsons, Nordlah, and Moore (95 C)

BEDFORD HEIGHTS

Bedford Heights Industrial Park, Erie RR, Cleveland. Exec officer, D. M. Lynn. 12 units. Acres occupied 100, available 80. Lease & purchase. Build own. E, F, G, H, K, N, O, P, Q, R, S, U 30 miles, W, X, Y.

BROOK PARK

Brook Park Industrial District, 1119 Terminal Tower Bldg., Cleveland. Exec officer, B. P. O'Connor. 10 units. Acres occupied 450, available 170. Lease & purchase. Build own. Will build. B, E, F, G, H, K, L, M 2 miles, N 2 miles, Q 2 miles, R NYC, S, T 10 miles, U 2 miles, V W, X, Y.

Brookpark Industrial Sites, Inc. (68 AC). Kay Development Co., Inc. (50 AC).

CINCINNATI

Evendale Rail Sites, Inc. (12 AC)
P. G. Graves Industrial Subdivision (6 BC)
Wayne Industrial Park (140 BC)

CLEVELAND

Cleveland Manufacturing Sites, Inc., 21760 Center Ridge Rd. Exec officer, Peter D. Kleist. 16 units. Acres occupied 135, available 45. Lease & purchase. Will build. A, C, E, G, H, L, M 3 miles, N 3 miles, Q, R NYC, S, T 8 miles, U 3 miles, V, W, X, Y.

Ostendorf-Morris Co., East Ohio Bldg. Exec officer, William B. West. Acres occupied 100, available 75. Lease & purchase. Build own. Will build. A, E, F, H, K, M, N, Q, R, S, T 8 miles, U, V, W, X, Y.

Southwest Industrial Park (3 AC)

COLDWATER

Coldwater Industrial Sites, Inc. (30 AC)

COLUMBUS

Columbus Industrial Park (265 BC)
Lincoln Village (282 BC)
Slabaugh Development Co. (117 BC)
Lincoln Village Industrial Park, 246 N. High St. Exec officer, Edward F. Wagner. 14 units. Acres occupied 111, available 305. Lease & purchase. Will build. A, C, E, F, H, K, M, Q, R, S, T, U, V, W, X, Y.

CONNEAUT

Cumins Industrial Area, Box 156. Exec officer, Frank Campbell. Acres occupied 70, available 380. Lease & purchase. Build own. Will build. A, E, L, M, N, Q, R, S, T, U, V, W, X, Y.

CRESCENTVILLE

Crescentville Industrial Park (192 BC)

DAYTON

Centreville Commercial Park (60 BC)
Embury Park Industrial Plaza (24 AC)
Industries, Inc. (12½ AC)
Moraine Industrial Park (20 AC)
Southtown Industrial Plaza, 224 N. Wilkinson St. Exec officer, Arthur Beerman. Acres occupied 60, available 150. Lease & purchase. Build own. Will build. A, C, K, M, 3 miles, N, Q, S, T 4 miles, U 3 miles, W, X, Y.

Trotwood Industrial Park (42 A)
Whitfield Industrial Park (500 C)

FAIRFAX

Fairfax Industrial Park (20 BC)

FREMONT

Chamber of Commerce of Sandusky County (69 A)

LEXINGTON

Lex Industrial Park (87 AD)

LIMA

Ford Park Industrial Development, % D'T&I RR, Dearborn, Mich. Exec officer, D. E. Smucker. 7 units. Acres occupied 400, available 500. Lease & purchase. Build own. E, F, H, L, M, N, Q, R, S, T, V.

MANSFIELD
Mansfield Industrial Park (*0 AD)

MAPLE HEIGHTS
Denham Industrial Park (50 A)

MEDINA
C & Y Railroad Industrial Park, 12 East Exchange St., Akron. Exec officer, John Savely. 4 units. Acres occupied 25, available 200. Lease & purchase. Build own. Will build. A,C,E,F,H,L,M,N,O,P,Q,R,S,T 10 miles U 3 miles, W,X,Y.

MENTOR
Cleveland Electric Illuminating Co., Box 5000, Cleveland. Exec officer, R. L. DeChant. Acres occupied 308, available 308. Purchase. A,W,X,Y,Z.

Mentor Industrial District, Room 1119, Terminal Tower Bldg., Cleveland 13. Exec officer, B. P. O'Connor. 2 units. Acres occupied 148, available 519. Lease & purchase. Build own. B, I, M 5 miles, N, Q, R NYC, S, T 5 miles, U 20 miles, V, W,X,Y,Z.

MIDDLETOWN
Middletown Industrial Park Area (35 AC)

MOGADORE
AC&Y Industrial Park, Akron, Canton & Youngstown Railroad Co., 12 East Exchange St., Akron 8. Exec officer, Joseph Savely. 3 Units. Acres occupied 50, available 150. Lease & purchase. Build own. Will build. A,C, E,F,G,H,L, M 4 miles, N,O,P,Q,R,S,T 5 miles, U 5 miles, V, W,X,Y.

MOUNT VERNON
Mount Vernon Area Development Foundation (93 AD)

OVERLIN
Oberlin Improvement & Development Co. (80 AE)

PARMA
Snow-W 130th Industrial Park (150 A)

SALEM
Salem Area Industrial Development Corp. (110 AC)

SHARONVILLE
The Cincinnati Gas & Electric Co., Enquirer Bldg., Cincinnati. Exec officer, O. W. Pongrace. 1 unit. Acres occupied 15, available 130. Purchase. Build own. A,D,F,L,N,Q,S,R, NYC, T 6 miles, U 5 miles, U 25 miles, W,X,Y. Also 116 acres available with A,F,L,N,Q,R,S,U,W,X,Y.

SIDNEY
Sidney Chamber of Commerce. Exec officer, O. W. Pongrace. 4 units. Acres occupied 30, available 280. Purchase. Build own. Will build. A,D,F,H,L,N,Q,R, S,T,U,W,X,Y,Z.

SOLON
Nickel Plate Development, Inc., Box 6119, Cleveland. Exec officer, M. B. Phipps. 7 units. Acres occupied 700, available 400. Purchase. Build own. A,C,E,F,H,L,N,Q,R,S,U,V,W,X,Y.

SPRINGDALE
Lodge & Shipley Industrial Park (50 AC)

STOW
Ohio Industrial Parks, Inc., 7620 Market St., Youngstown 12. Exec officer, Harold Flick. 4 units. Lease & purchase. Build own. Will build. Space for rent. Acres occupied 50, available 200. A,C,E,H,L,M 9 miles, N 3 miles, O,P,Q,R,S,T 2 miles, U 2 miles, W,X,Y.

TOLEDO
Expressway Industrial Park, Edison Bldg. Exec officer, Louis Michal. 10 units. Acres occupied 50, available 71. Lease & purchase. Will build. B,C,E,G,H,L,M 3 miles, N 3 miles, Q 2 miles, R NYC, S,T 5 miles, U 18 miles, V,W,X,Y,Z.

D. H. Overmyer Warehouse Co. (6 A)

VANDALIA
Scholz Industrial Park (200 AC)

WADSWORTH
Wadsworth Industrial Park (20 AC)
Wadsworth Development Corp., Citizens
Please Turn Page



gives you

SUPERIOR QUALITY



**UP
FRONT**

- Patented leakproof hydraulics with overload and overflow valves
- Hard-chrome plated pistons in honed cylinders
- Precision-machined oil lines—no pipes, no tubings, no packings
- Magnetic oil filter

**DOWN
UNDER**

- Box-section type push rods
- Taper roller bearings on load rollers
- Torsion-proof hardened joints
- Effortless operation through pallet entry & exit rollers

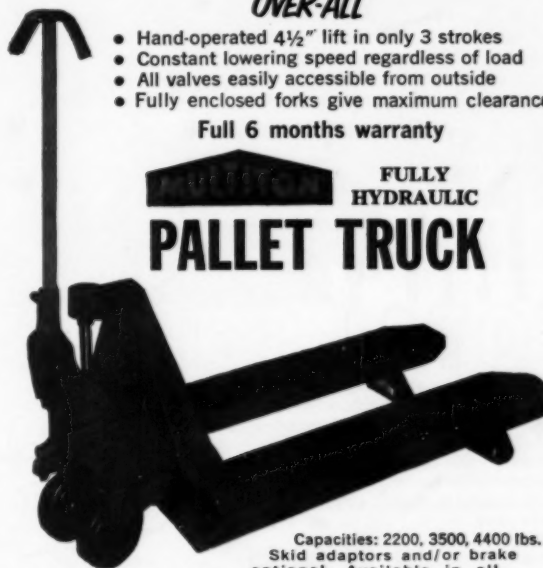


OVER-ALL

- Hand-operated 4½" lift in only 3 strokes
- Constant lowering speed regardless of load
- All valves easily accessible from outside
- Fully enclosed forks give maximum clearance

Full 6 months warranty

**MULTITON FULLY
HYDRAULIC
PALLET TRUCK**



Capacities: 2200, 3500, 4400 lbs.
Skid adaptors and/or brake optional. Available in all standard fork lengths with full variety of wheels to fit every requirement. Write for full information.

STOKVIS MULTITON CORP.

18 SECATOAG AVE., DEPT. D-2, PORT WASHINGTON, NEW YORK



The Directory ...

Continued from Preceding Page

Bank Bldg. Exec officer, F. P. Neuen-schwander. 2 units. Acres occupied 20, available 150. Lease & purchase. Build own. Will build. Space for rent. A, C, E, H, L, N, O, P, Q, R Erie, S, U, W, X, Y, Z.

WELLSTON

Wellston Development & Improvement Co. (39 A)

WILMINGTON

Wilmington Development Corp., Box 152. Exec officer, Don Beckett. 1 unit. Acres

occupied 12, available 60. Purchase. Build own. Will build. A, D, E, H, M, N, Q, R, S, U, W, X, Y.

WILLOUGHBY

Mamann Industrial Park (78 A)

WILLSHIRE

Willshire Industrial Development, Inc. (64 AD)

WOODLAWN

Woodlawn Industrial Park, 519 Main St.,

Cincinnati 2. Exec officer, Stanley S. Straus. 3 units. Acres occupied 10, available 50. Lease & purchase. Build own. Will build. Space for rent. A, C, E, H, L, N, O, R, S, T 7 miles, U, V 3 miles, W, X, Y.

OKLAHOMA

BARTLESVILLE

Bartlesville Area Industrial Development Corp., Box 960, Exec officer, R. S. Bedford. 2 units. Acres occupied 19½, available 114½. Lease & purchase. Will build. A, E, L, M, N, O, R MKT, S, U, W, X, Y.

CLAREMORE

Claremore, Inc. (70 A)

CLINTON

Clinton Industrial Foundation (105 D)

DUNCAN

Chamber of Commerce's Industrial Foundation (26 AD)

FREDERICK

Frederick, Inc., Box 508, Exec officer, C. G. Hudson. 5 units. Acres occupied 25, available 125. Lease. Will build. A, E, F, K, S, U, W, X, Y.

KINGFISHER

Kingfisher County Development Foundation, Inc. (16 AC)

MUSKOGEE

Clarkland Industrial Site (60 AC)

OKLAHOMA CITY

Cain-Rock Island Industrial Park, 1902 LaSalle Station, Chicago 5. Exec officer, P. J. Schmidt. 3 units. Lease & purchase. Build own. A, C, E, G, H, L, M, N, Q, R, S, T 4 miles, U, W, X, Y.

May Avenue Industrial District (45 B)

Oklahoma Industrial Park No. 1 (149 AC)

Rock Island Industrial Park, 200 Skirvin Tower. Exec officer, Paul B. Strasbaugh. 9 units. Acres occupied 48, available 161. Lease & purchase. Build own. Will build. A, C, E, F, G, H, L, M 5 miles, U, R CRI&P, W, X, Y.

Santa Fe Industrial District, 900 Polk St., Amarillo, Texas. Exec officer, R. D. Lut-ton. 21 units. Acres occupied 115, available 45. Purchase. Build own. A, C, G, H, K, N, M, Q, R Santa Fe, T, U 10 miles, W, X, Y.

Willow Springs Industrial District (3 AC)

PONCA CITY

Ponca City Industrial Foundation (40 A)

SHAWNEE

Shawnee Industrial Foundation (42 AD)

TULSA

Mingo Industrial Center (113 AC)

Pine Street Industrial District (25 B)

Santa Fe Industrial District, 900 Polk St., Amarillo, Texas. Exec officer, R. D. Lut-ton. 1 unit. Acres occupied 33, available 140. Purchase. Build own. A, C, H, L, M, N, Q, R, S, T, U, W, X, Y.

Sheridan Industrial District, Box 838. Exec officer, R. H. Siegfried. 35 units. Acres occupied 100, available 100. Lease & purchase. Build own. Will build. A, E, F, G, H, K, M, P, Q, R, S, T, U, V, W, X, Y.

OREGON

BEAVERTON

Southern Pacific Industrial District, 731 Pacific Bldg., Portland 4. Exec officer, W. G. Peoples. 2 units. Acres occupied 26, available 210. Lease & purchase. Build own. E, H, L, Q, R, S, T, U, W, X, Y.

CARVALLIS

Robert C. Wilson (20 B)

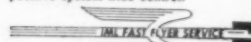
EUGENE

Seneca Industrial Development, Box 3351. Exec officer, Paul R. Lafferty. 6 units. Acres occupied 29, available 117. Lease & purchase. Build own. Will build. B, C, E, G, H, L, N, Q, R, S, T, U, W, X, Y, Z. Southern Pacific Industrial District (63 A)

• THE SHORTEST DISTANCE BETWEEN TWO POINTS IS: •

IML's "TOTAL SERVICE"

By knowing in advance WHEN your shipment will arrive you get security in low inventory. IML's TOTAL SERVICE gives you positive transportation control. With IML's dedicated fast Flyer schedules and instant communications — including a newly-installed TEL-A-Kom system • teletype billing • radio control • electronic data processing and customer service expediting — your freight, regardless of size or frequency of shipments, moves under positive system-wide control.



Interstate

IML

Motor Lines, Inc.



Head Office: / 235 WEST THIRD SOUTH SALT LAKE CITY, UTAH
OVER THREE DECADES UNDER SAME OWNERSHIP AND MANAGEMENT

GRANTS PASS

Caveman Industrial Park (44 AC)

HILLSBORO

Hillsboro Industrial Development Corp. (14 AC)

MADRAS

City of Madras Industrial Site, Box 366. Exec officer, Jack Naff. 12 units. Acres occupied 35, available 125. Lease & purchase. Build own. D, E, F, H, R, S, U, V, W, X, Y.

McNARY

Port of Umatilla Industrial Area (231 AD)

MILWAUKIE

Kellogg Park (40 AB)

ONTARIO

Ontario Industries, Inc. (28 AD)

PORTLAND

Commission of Public Docks, Terminal 4, 3070 NW Front Ave. 10. Exec officer, Thomas P. Guerin. 6 units. Lease. D, R, T 9 miles, U 9 miles.

Spokane Portland & Seattle Railway Co., 1101 American Bank Bldg. Exec officer, N. S. Westergard. 16 units. Acres occupied 89, available 18. Purchase. Build own. Will build. C, G, H, L, M, N, Q, R, S, T, U 7 miles, V, W, X, Y.

Swan Island Industrial Park, Box 4099. Exec officer, Carl H. Cover. 7 units. Acres occupied 80, available 150. Lease & purchase. Build own. Space for rent. A, D, E, H, K, M, N, Q, R, S, T, U, W, X, Y.

PRINEVILLE

Prineville Economic Development Board (70 BD)

WHITE CITY

White City Industrial Area Box 526. Exec officer, John L. Laden. 24 units. Acres occupied 300, available 600. Lease. Will build. Build own. Space for rent. B, C, E, F, H, K, M, N, Q, R, S, U, W, Y.

PENNSYLVANIA

ALLENTOWN

Devonshire Park (100 A)

ASHLAND

Ashland Area Industrial Development Group, Inc. (25 A)

BELLE VERNON

Rehoboth Industrial District (205 D)

BETHEL PARK

Pittsburgh Western Land Corp. (120 C)

BETHLEHEM

Lehigh Valley Industrial Park, Inc. (235 D)

BUTLER

Community Development Corp. of Butler County (62 D)

CLARION

Clarion Industrial Park (100 A)

COALPORT

BCI Industrial Development Assn. (14½ AD)

CORRY

Corry Area Industrial Development Corp., Municipal Bldg. Exec officer, Stewart A. Long. 4 units. Acres occupied 20, available 100. Lease & purchase. Will build. Space for rent. A, E, L, M, N, Q, R, S, T, U, W, X, Y, Z.

DOWNINGTOWN

Acorn Industrial Development, 915 N. Delaware Ave., Philadelphia 23. Exec officer, Charles L. Tabas. 8 units. Acres occupied 25, available 100. Lease & purchase. Build own. Space for rent. B, E, F, H, G, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z.

ERIE

Erie Industrial Park (158 AD)

FT. WASHINGTON

Ft. Washington Industrial Park. Exec
Please Turn Page



WHY PORTLAND HARBOR TOPS THE PACIFIC COAST IN DRY CARGO TONNAGE

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Pacific Coast Dry Cargo Tonnage

1. PORTLAND	2,606,650 tons
2. Los Angeles	2,362,850 tons
3. Seattle	2,163,400 tons
4. Long Beach	1,788,700 tons
5. Stockton	1,432,000 tons
6. San Francisco	1,422,650 tons

Source—U. S. Dept. of Commerce



For rate information contact:
Sales-Traffic Department

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The Directory ...

Continued from Preceding Page

officer, Elmer F. Hansen. 26 units. Acres occupied 130, available 400. Lease & purchase. Will build. Space for rent. A, C, E, H, K, N, Q, U 10 miles, S, R PRR, T, W, X, Y.

GREENVILLE

Reynolds Development, Box 606. Exec officer, Robert B. Parker, Jr. 18 units. Acres occupied 150, available 750. Lease & purchase. Build own. Will build. Space for rent. A, D, E, H, K, L, M, N, O, P, Q, R, S, T, U 12 miles, W, X, Y.

HUNTINGDON

Huntingdon Industrial Park (62 AD)

HYNDMAN

Hyndman-Londonderry-Industrial Corp. (15 AD)

INDIANOLA

Northeast Industrial District (200 C)

JOHNSTOWN

Johnstown Redevelopment Authority (18 D)

NEW KENSINGTON

New Kensington Enterprises (6 AD)

LEWISBURG

Lewisburg Industrial Park. Exec officer, H. Bendt. 1 unit. Acres occupied 3, available 97. Purchase. Build own. Will build. A, D, E, L, M, N, Q, R, S, T, U, V, W, X, Y.

McKEES ROCKS

McKees Rocks Industrial Enterprises (100 C)

MECHANICSBURG

Mechanicsburg Area, 22 E. Main St. Exec officer, Mrs. Elizabeth Fertenbaugh. 5 units. Acres occupied 700, available 600. Purchase. Build own. C, E, G, H, L, M, N, P, Q, R, S, T, U, V, W, X, Y.

MERCERSBURG

Mercersburg Development Assn. (45 AD)

MONROEVILLE

Monroeville Industrial Park (44 C)

MT. PLEASANT

Mt. Pleasant Industrial Real Estate Co. (15 AD)

NEW BETHLEHEM

New Bethlehem Area (20 D)

NORTH FAYETTE TWP.

Nelson Industrial Park (69 C)

PHILADELPHIA

Food Distribution Center, 12 S. 12th St. Exec officer, V. D. Northrup. 100 units. Acres occupied 100, available 250. Lease & purchase. Space for rent. D, K, M 2 miles, O, P, Q 1 mile, R, S, T 3 miles, U 3 miles, V, W, X, Y.

International Airport Park, 1810 Morris Bldg. Exec officer, R. Graves. 1 unit. Acres occupied 70, available 96. Lease & purchase. Space for rent. A, D, E, F, H, L 1 mile, N 1 mile, P, Q 1 mile, R, S, T 4 miles, U, V, W, X, Y.

North Philadelphia Airport Industrial Parks, 1810 Morris Bldg. Exec officer, R. Graves. Acres occupied 134, available 323. Lease & purchase. Space for rent. A, D, E, H, F, K, N 1 mile, P, Q 1 mile, R 45 acres, S, T 4 miles, U, V, W, X, Y.

Northeast Industrial District (35 A)

Northeast Industrial Park (26 A)

Philadelphia Industrial Development, Torresdale Properties (42 A)

Philadelphia Industrial Development, Front and Luzerne (12 A)

Roosevelt Blvd. Industrial Development (39 A)

Roosevelt Industrial District, 2311 Pennsylvania Ave. 10 units. Acres occupied 100, available 300. Lease & purchase. E, F, H, L, M 12 miles, N 1 mile, Q 1 mile, R, S, T 2 miles, U 1 mile, V, W, X, Y.

PITTSBURGH

Buncher Industrial District (52 CA)

Carson Industrial Development Corp. (16 A)

Nelson Industrial Park (300 B)

PORTAGE

Portage Development Assn. (26 AD)

QUAKERTOWN

Quaker Industrial Park, Inc. (203 AC)

READING

Greater Berks Development Fund, 52 N. 4th St. Exec officer, T. W. Cadmus. 3 units. Acres occupied 106, available 135. Lease & purchase. Build own. Will build. A, D, E, L, M, N, Q, R, S 24 miles, T, U, W, X, Y.

SHAMOKIN

Shamokin Area Industrial Corp. (1000 AD)

SHENANDOAH

Progress Industrial Park (30 AD)

SOMERSET

Somerset County Development Council (215 AD)

UNIONTOWN

Greater Uniontown Industrial District (20 BD)

UPPER MERION TWP.

King of Prussia Park, 1421 Packard Bldg., Philadelphia 2. Exec officer, Gerald W. Blakeley, Jr. 7 units. Acres occupied 168, available 455. Lease & purchase. Build own. Will build. A, E, K, N, Q, R, S, U, V, W, X, Y.

RHODE ISLAND

CRANSTON

Pettaconsett Industrial Park (12 AC)

NORTH SMITHFIELD

Woonsocket Industrial Park (20 D)

PROVIDENCE

West River Industrial Park (18 BD)

WARWICK

Warwick Industrial Park (12 AC)

SOUTH CAROLINA

COLUMBIA

Columbia Industrial District (60 D)

SPARTANBURG

Bond Park, Box 1523. Exec officer, A. J. Hobbs. 3 units. Acres occupied 40, available 100. Lease & purchase. Build own. Will build. B, E, L, M, N, Q, R, S, T, U, W, X, Y.

SUMTER

Sumter Industrial Park (75 D)

SOUTH DAKOTA

ABERDEEN

Aberdeen Development Corp. (11 AC)

BROOKINGS

Brookings Industrial Development Corp. (33 AC)

MADISON

Madison Chamber of Commerce, Inc. (7 A)

TENNESSEE

CLARKSVILLE

Clarksville Chamber of Commerce, Box 628. Exec officer, Mrs. Wava W. Frey. 3 units. Acres occupied 60, available 150. Lease & purchase. Build own. Will build. A, E, F, R, S, U, V, W, X, Y.

DYERSBURG

Dyersburg Industrial Park (167 D)

JOHNSON CITY

Johnson City Industrial Park, Clinchfield Railroad, Erwin, Tenn. Exec officer, Thurman B. Martz. 2 units. Acres occupied 22, available 78. Lease & purchase. Build own. Will build. Space for rent. All facilities and R, S, T, U 15 miles, V, W, X, Y.

KNOXVILLE

Pleasant Ridge Industrial District, 920 Gay St. Exec officer, David D. Dickey. 14 units. Acres occupied 55, available 50. Purchase. Build own. Will build. A, D, E, H, K, M, N, Q, S, T, U 12 miles, V, W, X, Y.

LEXINGTON

Lexington Industrial Improvement Assn., Inc. (34 AD)

McMINNVILLE

McMinnville-Warren County Chamber of Commerce, City Electric Bldg. Exec officer, D. P. Henegar. 3 units. Acres occupied 50, available 90. Lease & purchase. Build own. Will build. A, D, E, L, R, S, U, W, X, Y.

MEMPHIS

Belz Industrial Park District, 1175 Morehead St. Exec officer, Jack A. Belz. 20 units. Acres occupied 100, available 200. Lease & purchase. Will build. Space for rent. A, E, H, L, N, Q, R, S, T, U, V, W, X, Y.

Presidents Island, Box 224. Exec officer, James R. Pirtle. 45 units. Acres occupied 960, available 520. Purchase. Build own. D, L, M, N, Q, R, S, T, U 5 miles, W, X, Y.

Yale Industrial Subdivision (18 A)

MURFREESBORO

Murfreesboro Industrial Park, County Court House. Exec officer, Judge James A. Threet. 1 unit. Acres occupied 106, available 87. D, F, L, M, N, Q, R, S, T, W, X, Y.

OAK RIDGE

Oak Ridge Development Corp. (400 A)

SPRINGFIELD

West Side Industrial District, Box 377. Exec officer, Charles Ralph. 5 units. Acres occupied 80, available 40. Purchase. Will build. A, D, E, H, L, N, P, Q, S, T, V, W, X, Y.

TEXAS

ABILENE

Western Industrial Development Co., 4001 South First St. Exec officer, Jack Hughes. 8 units. Acres occupied 70, available 300. Lease & purchase. Build own. Will build. A, E, G, L, M, N, Q, R, S, T, U, V, W, X, Y.

ADDISON

Addison Industrial District (27 D)

ALICE

Alice Industrial Foundation, Inc. (160 D)

AMARILLO

Santa Fe Addition, 900 Polk St. Exec officer, H. C. Vincent. 3 units. Acres occupied 33, available 217. Lease & purchase. Build own. A, C, H, K, L, M, N, O, P, Q, R, S, T, U 12 miles, W, X, Y.

AUSTIN

Industrial Terrace (104 A)

BEAUMONT

Santa Fe Industrial Park, Oakcrest Drive and Highway 96. Exec officer, G. W. Cox. 1 unit. Acres occupied 20, available 115. Lease & purchase. Build own. A, C, H, K, M, O, P, Q, R, S, T, U 24 miles, V, W, Y.

CARROLLTON

Carrollton Industrial District, Box 959, Tyler. Exec officer, R. D. Klein. 3 units. Acres occupied 30, available 220. Lease & purchase. Build own. D, E, F, R, S, U, W, X, Y.

CORSICANA

Corsicana Industrial Foundation, Inc. (205 A)

St. Louis Southwestern Industrial Acreage (87 D)

DAINGERFIELD

Greater Cypress River Industrial Commission (1000+ BD)

DALLAS

Brook Hollow Industrial District, 2828 Southland Center. Exec officer, W. C. Windsor. 250 units. Acres occupied 1200, available 450. Lease & purchase. Build own. Will build. A, C, E, G, H, K, N, P, Q, R, S, T, U, V, W, X, Y.

Case Linda Industrial District, 1030 Mercantile Securities Bldg. Exec officer, George W. Wood. 3 units. Acres occupied 25, available 105. Lease & purchase. Build own. A, C, E, H, L, M, N, Q, R, S, T, U, W, X, Y.

Garland Realty Industrial Property, 1030 Mercantile Securities Bldg. Exec officer, George W. Wood. 1 unit. Acres occupied 50, available 112. Lease & purchase. Build own. A, C, E, L, M, N, Q, R, S, T, U, W, X, Y.

Great Southwest Industrial District, Box 8105, Dallas. Exec officer, Angus Wynne, Jr. 34 units. Acres occupied 407, available 5500. Lease & purchase. Build own. Will build. Space for rent. A, C, E, G, H, K, M, N, O, P, Q, R, S, T, W, X, Y, Z.

Oak Cliff Industrial District, 1030 Mercantile Securities Bldg. Exec officer, George W. Wood. 11 units. Acres occupied 57, available 180. Lease & purchase. Build own. A, C, E, H, L, M, N, Q, R, S, T, U, V, W, X, Y.

DENTON

Denton Industries, Inc. (75 AC)

EL CAMPO

El Campo Economic Development Corp. (55 D)

EYLAU

Eylau Industrial Acreage (132 D)

FT. WORTH

Saginaw Industrial District (112 AC)

St. Louis Southwestern Industrial Acreage (13 D)

Westcliff Industrial District, 207 Century Life Bldg. Exec officer, George W. Wood. 11 units. Acres occupied 71, available 64. Lease & purchase 58. Build own. A, C, E, F, H, K, M, N, Q, R, S, T, U, W, X, Y.

GALVESTON

Airport Industrial Park, Chamber of Commerce, 315 Tremont St. Exec officer, K. E. Hoover, Jr. 14 units. Acres occupied 32, available 330. Lease. Build own. Will build. Space for rent. B, D, E, G, H, K, N, P, Q, S, T, U, V, W, X, Y.

GARLAND

Penrod Industrial District (42 AC)

Read Industrial Property (60 AC)

HARLINGEN

Arroyo Colorado Navigation District of Cameron & Willacy Counties. (500 State municipality)

HENDERSON

Henderson Industrial Trust, 205 N. Main. Exec officer, Rex Carpenter. 5 units. Acres occupied 85, available 51. Purchase. Build own. Will build. A, D, E, F, L, M, N, Q, R, S, T, U, W, X, Y.

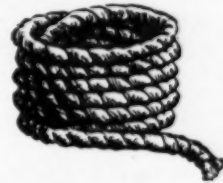
HOUSTON

Central Industrial Park (600 AC)

Highland Industrial District, 2301 Gulf Bldg. Exec officer, Hugh January. Acres occupied 87, available 117. Purchase. Build own. Will build. A, E, F, G, H, K, M, N, Q, R, S, T, U 20 miles, V, W, X, Y.

North Houston Industries, Inc., 720 Bank of Commerce Bldg. Exec officer, William

Please Turn Page



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No matter what you ship
call the nearest Santa Fe
Traffic Office and let the
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the move toward a better
way" go to work for you.



The Directory ...

Continued from Preceding Page

A. Smith. Acres occupied 35, available 286. Purchase. Build own. Will build. A, E, F, G, H, L, M, N, Q, R, S, T, U, W, X, Z.

Santa Fe Industrial District (18 AC)

Sharpstown Industrial Park, 510 Bank of the Southwest Bldg. Exec officer, Frank C. Sharp. Acres occupied 150, available 750. Purchase. Build own. Will build. A, E, G, H, L, M, N, Q, R, S, T, U, V, W, X, Y.

INWOOD

St. Louis Southwestern Industrial Acreage (73 D)

IRVING

Irving Industrial District, Rock Island Lines, 1002 La Salle Station, Chicago 5. Exec officer, P. J. Schmidt. 4 units. Acres occupied 80, available 80. Lease & purchase. Build own. E, G, H, L, M, N, Q, R, S, T, U, W, X, Y.

Irving Industrial District, 906 Olive St., St. Louis, Mo. Exec officer, N. A. Kirchoff. 3 units. Acres occupied 94, available 57. Purchase. Build own. B, E, H, R, S, V, W, X, Y.

JACKSONVILLE

Jacksonville Industrial Foundation, Inc. (72 A)

KILGORE

Kilgore Industrial Foundation, Inc. (28 AD)

KINGSVILLE

Kingsville-Kleberg Co. Chamber of Commerce (80 A)

LA GRANGE

La Grange Industrial Foundation (22½ A)

LONGVIEW

Longview Industrial Districts, Inc., Box 472. Exec officer, Walter B. Koch. 6 units. Acres occupied 78, available 238. Lease & purchase. Will build. D, E, L, M, N, Q, R, S, T, W, X, Y, Z.

LUBBOCK

Lubbock Central Industrial District (318 AC)

Santa Fe Railway Industrial Acreage (116 AC)

MANSHALL

Manshall Industrial Foundation (95 AD)

MCGREGOR

McGregor Industrial Acreage (20 D)

MIDLAND

Midland Industrial Plan, Inc. (X 5 A)

MINEOLA

Mineola Industrial Foundation (14 D)

ODESSA

Murphy & Rochester Industrial Sites, 420 North Lincoln St. Exec officer, Louis Rochester. 3 units. Acres occupied 286, available 245. Lease & purchase. Build own. Will build. A, C, E, H, L, N, O, P, Q, R, S, T, U, W, X, Z.

PARIS

Paris Industrial Park, Drawer 194. Exec officer, James H. Oxford. 2 units. Acres occupied 30, available 200. Purchase. Build own. Will build. D, E, L, N, Q, R, U, W, X, Y.

PLANO

Plano Industrial Acreage (97 D)

SHALLOWATER

Lubbock County Industrial Center (1100 A)

TEMPLE

Temple Industrial Park, 301 South Main. Exec officer, G. W. Cox. 3 units. Acres occupied 32, available 240. Lease & purchase. Build own. A, C, E, F, G, K, N, O, P, Q, R, S, T, U, V, W, X, Y.

TYLER

Tyler Industrial Acreage (17 D)
Tyler Industrial Foundation, Inc., Box 390. Exec officer, Freeman Carney. 7 units. Acres occupied 250, available 125. Lease & purchase. Build own. Will build. A, D, E, F, L, M, N, O, P, Q, R, S, U, W, X, Y.

WACO

St. Louis Southwestern Industrial Acreage (29 D)

VERMONT

BURLINGTON

Burlington Industrial Park (25 D)

RUTLAND

Rutland Industrial Park (53 AD)

VIRGINIA

ALEXANDRIA

Alexandria Industrial Park (115 A)

CHRISTIANSBURG

Montgomery County Development Corp. (10 A)

NEWPORT NEWS

Copeland Industrial Park (760 D)

NORFOLK

Norfolk Industrial Park Room 308 City Hall. Exec officer, Louis S. Hudgins. 5 units. Acres occupied 65, available 350. Purchase. Build own. D, E, K, R, W, X, Y, Z.

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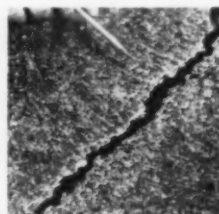
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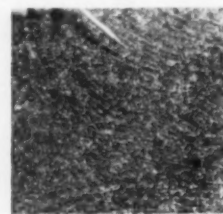
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REPAIR FLOOR CRACKS with new plastic material

A new plastic material formulated for the specific purpose of repairing floor cracks and preventing surface deterioration is announced by The Monroe Company, Inc., Cleveland.



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Jiffy Floor contains no asphalt, cement, sand or gravel. It will not crack, crumble or curl . . . is not affected by temperature changes . . . can be applied indoors or out.

Jiffy Floor is waterproof, dustless, skidproof and noiseless. Available in 5-10-30 and 55-gallon drums, ready for easy use. For further information, write The Monroe Company, Inc., 10707 Quebec Avenue, Cleveland 6, Ohio.

RICHMOND

Waltham Industrial District (100 C)

ROANOKE

Blue Ridge (64 A)

SPRINGFIELD

Shirley Industrial Area, Edsall Rd. and Shirley Highway. Exec officer, Carlyle R. Bogue, 9 units. Acres occupied 90, available 56. Lease & purchase. Build own. Will build. C, H, E, L, M, N, P, Q, R, S, T, V, W, X, Y.

WINCHESTER

Winchester Industrial Development Corp. (92 A)

WASHINGTON**ARLINGTON**

Arlington Airport (800 A)

BELLEVUE

Overlake Park (250 C)

EAST SPOKANE

Northern Pacific Industrial Site, 919 Smith Tower, Seattle. Exec officer, P. D. Edgell. 10 units. Acres occupied 10, available 90. Lease. Build own. E, H, R, S, T, U, W.

EVERETT

Paine Field Airport. Exec officer, George Petrie. 4 units. Acres occupied 15, available 132. Lease. Build own. Will build. Space for rent. A, D, E, G, F, K, Q, M, S, T, U, R, W, Y, Z.

Puget Sound Industrial District (2000 B)

KENT

Wieser Industrial Park, 8042 S. 200 St. Exec officer, Paul Wieser. 5 units. Acres occupied 16, available 100. Lease & purchase. Build own. Will build. B, E, F, K, N, O, P, Q, R, S, T, U, V, W, X, Y.

PASCO

Big Pasco Industrial Park (50,000 D)

SPOKANE

Spokane Industrial Park, Inc. Exec officer, Charles J. Crocker. 40 units. Acres occupied 300, available 250. A, E, F, G, H, K, M, N, O, P, Q, R, S, T, U, V, W, X, Z.

TACOMA

Port of Tacoma Industrial District. Exec officer, J. R. Woodrue. 75 units. Acres occupied 1500, available 1500. Purchase. Build own. R, S, T, V, W, X, Y, Z.

Port of Tacoma Industrial Development District, Box 1612. Exec officer, Marcus E. Anderson. 65 units. Acres occupied 1200, available 1200. Lease & purchase. Build own. Space for rent. K, R, S, T, U, V, W, Y.

TUKWILA

Andover Industrial Park, 1428 Washington Bldg. Exec officer, Wells B. McCurdy. 4 units. Acres occupied 325, available 270. A, C, E, G, H, L, M, Q, R, S, T, U, W, X, Y.

YAKIMA

Moxee Development, 804 S. 22nd Ave. Exec officer, F. F. Young. 3 units. Acres occupied 150, available 1000. Lease & purchase. Build own. Will build. Space for rent. B, C, E, R, S, U, W, Y.

WEST VIRGINIA**BELLINGTON**

Bellington Industries, Inc., Box 531. Exec officer, C. L. Armentrout. 4 units. Acres occupied 30, available 100. Lease & purchase. Will build. Space for rent. A, D, E, L, Q, N, R, S, U, W, X, Y.

MARTINSBURG

Ardew Development Co., Inc. (77 A)

WISCONSIN**BARABOO**

Baraboo Industrial Expansion Co., Inc. (40 AC)

BOYCEVILLE

Boyceville Development Corp. (3 A)

FOND DU LAC

Greater Fond du Lac and Lake Winnebago Industrial Development Corp. Exec officer, R. W. Mills. 12 units. Acres occupied 94, available 190. Lease & purchase. Will build. A, E, F, L, M, N, O, P, Q, R, W, X, Y.

HALES CORNERS

Hales Corners Industrial Development Corp. (18 AD)

JANESVILLE

Janesville Industrial Development Corp. (132 AD)

MANITOWOC

Manitowoc Industrial Development, Inc. (17 AC)

MARINETTE

Marinette Area Industrial Development Corp. (120 B)

MILWAUKEE

Greendale Industrial Park (34 C)
Robert A. Polachek Co. (11C)

PARK FALLS

Park Falls Area Indust. Development Corp. (24 A)

RACINE

Racine Chamber of Commerce Industrial Park (40 AD)

ST. FRANCIS

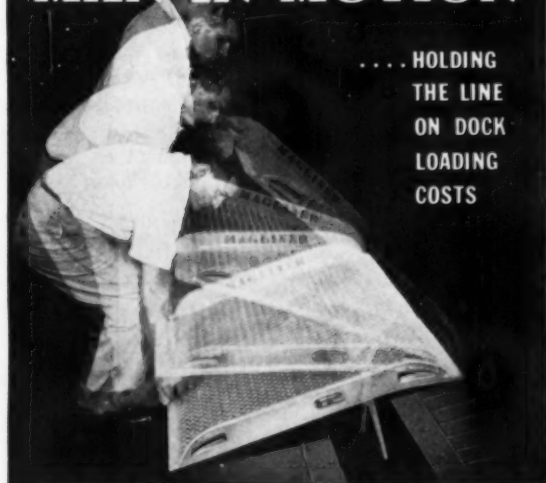
Great Lakes Construction Co. Park (47 B)

STEVENS POINT

Stevens Point Industrial Development Corp. (15 AC)

WAUSAU

Schofield Industrial District, PO Box 569. Exec officer, Walter G. Roehl. 13 units. Acres occupied 47, available 50. Purchase. Will build. A, C, E, G, K, M, N, O, P, Q, R, S, T, U, V, W, X, Y.

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ON DOCK
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360 Florence Avenue Hillside, N. J.

New profits through centralized traffic control

By Warren E. Crane

Lumber products are going to market in new packages that mean better protection, easier product identification, and increased sales



Attractive protective packaging is an innovation that assures correct grade of lumber in prime condition

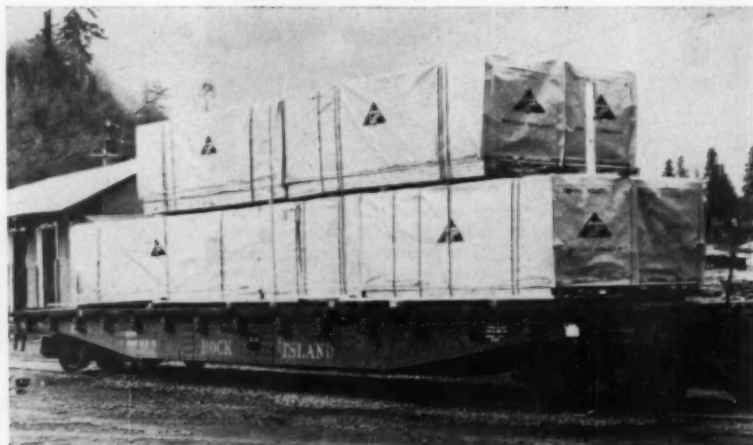
This package consists of two layers of kraft waterproof paper which drops over load. Dealer uses the same wrap

CENTRALIZED traffic control over plywood, paper, redwood lumber and hardboard has been one of the important factors in the phenomenal success of Georgia-Pacific Corp.

An aid to the corporation's sales program is its efficient Traffic Department. This group, under the general direction of W. C. Cole, general traffic manager, has worked out a system that gives it a constant inventory of its shipments.

The department has worked out a series of time-saving forms that give a complete picture of the distribution system.

One of these is a form (Fig. 1) 8½ by 11 in. headed, "Report of Cars Ordered and Furnished." It has spaces that show the number of boxcars as well as the number of flats, gondolas and chip cars ordered and furnished. There are also spaces in the lower part for "cars held over from placement on previous dates" and "sd: single door; dd: double door."



Another 8½ by 11 in. sheet (Fig. 2) is the "Car Shipped Report." It shows a list of orders with the headings, "order number, consignee, destination, car number and routing." These sheets provide management with an instantaneous check on the exact routing situation in all of the shipping departments.

A Georgia-Pacific innovation which involves attractive and protective packaging of high grade lumber assures the buyer that his lumber will have the correct grading and be in perfect condition on arrival.

One of the main problems of the traffic managers is the selection of the right mediums for shipping. They usually use rails for long distance shipping from Portland to Chicago. Motor freight lines are employed for shorter shipments along the Pacific Coast or for deliveries from a local yard to local building jobs. The company would like to see more use of double door freight cars that make it possible to load and unload them quickly and efficiently, but this equipment is not always available.

The company has modern lumber carriers, fork lifts and carriers. They all unite in providing quick service to the various branches of this far-flung corporation that has plants in Briceland, Calif.; Coos Bay, Ore. (four plants); Coquille, Ore.; Eureka, Calif.; Feather Falls, Calif.; Olympia, Wash. (two plants); Samoa, Calif. (three plants); Springfield, Ore. (two plants); Toledo, Ore. (three plants); Cleveland, S. C.; Enfield, N. C.; Greenwood, Miss.; Jackson, Miss.; McKeever, N. Y.; Plymouth, N. C.; Rocky Mount, N. C.; Savannah, Ga., and Steelwood, Ala. It also has timber options in Alaska. The main sales office for the southern division is located at Augusta, Ga.

Georgia-Pacific has about 300 employees in its home office in Portland, Ore., and approximately 9000 others employed in various plants and timber lands throughout the nation. It also has an export division under the direction of William Schlauch. The export department has agents in 36 countries of the world.

Georgia-Pacific is one of the nation's largest inte-
(Please Turn Page)

REPORT OF CARS ORDERED AND SHIPPED

PLANT: *Springfield, Ore.*
DATE: *March 24, 1961*

ORDER NO.	CONSIGNEE	DESTINATION	CAR NO.	ROUTING
54501	Apex Co. Inc.	Chicago	SP 1000	SP 1000
54502	W. H. Brown	Chicago	SP 1000	SP 1000

William Jones

CAR SHIPPED REPORT

PLANT: *Springfield, Ore.*
DATE: *March 24, 1961*

ORDER NO.	CONSIGNEE	DESTINATION	CAR NO.	ROUTING
54501	Apex Co. Inc.	Chicago	SP 1000	SP 1000
54502	W. H. Brown	Chicago	SP 1000	SP 1000

Figures 1 (top) and 2 (bottom) show the time-saving forms used by the traffic manager for his central traffic control

Fast, easy loading is a prime advantage of packaged building materials. Packaged redwood-finish lumber is example



Colorful packages make sales easier, save inventory time, protect products. Packages range from strapping to plastics



... Traffic control

(Continued from Preceding Page)

grated producers and distributors of forest products including plywood, paper, redwood containerboard, lumber and hardboards. Chemicals will soon join this list. In their various lines are different grades and weights of Kraft paper and containerboard and 20 varieties of hardboard embracing tempered, corrugated, perforated and textured panels. A line of plywood products of all varieties is manufactured, including marine, scarfed, textured, decorative, architectural and factory-finished hardwood panels. The company is also one of the largest producers of Redwood lumber and specialties, and manufactures lumber and timbers of various species.

"Packaging is a vital, visual selling tool." That constitutes the theme behind a new series of protective packages for many types of Georgia-Pacific products.

The various advantages to the customer through packaging, ranging from labor saving to protection of the product, reduction of loss and damage, and inventory speed-ups have been widely accepted. Furthermore, one must not overlook the point-of-purchase selling jobs a good attractive package can bring about.

This program, employing the new triangular trademark in multiple-pattern strips printed in bright attractive colors, is an interesting "family" group of packages. Each product is easily identified as emanating from Georgia-Pacific.

With nationwide distribution and production coming from its plants in both the West and East, such a changeover in packaging cannot be made in a very short time. The largest part of the company's plywood business comes through its 66 warehouses. Most of their lumber business is through wholesalers and jobbers.

The first item to appear in the new "selling" package was lumber. This was followed by hardboard. Factory-finish hardwood wall paneling now comes off the production line in a new attire. Following at close range was the attractively packaged Western softwood.

In the same packaging family is Georgia-Pacific's line of chemicals.

Factory-finish "Family Proof" hardwood panels formerly were sent to market in cartons that contained ten panels each. Long experience has demonstrated that the average dealer's sales are in loads of less than ten. Therefore, the new package contains only six panels. It eliminates some of the dangers from storage of opened cartons, and carries the new G-P selling message in color. The product designation is printed on both the sides and ends of each package for easy identification.

Similar tight-fitting bags now are being used by the hardboard division for several of its products. They combine easier handling, complete protection, and built-in eye appeal.

Georgia-Pacific's continually improving packaging

Pallet-Packaging System



Scored furniture is handled more easily under a pallet-packaging system developed by Manning's Warehouse Corp., Neptune, N. J. Costs are reduced. Two vault sizes—245 cu ft and 187 cu ft—are loaded in vans by a Yale Worksaver electric lift truck

system now runs the gamut from the new panel bags to unitizing of dimension lumber and boards with steel straps or wire.

Some lumber items are cartoned. Others are now coming to the markets in new attractive wrappings of plasticized kraft paper. The color printed is designed to match attractive new bags.

Request Packing

Several redwood items are now being offered by G-P in moisture-sealed packages. They are thin panels in 6, 8 or 10 in. widths with one length to the package, factory-sealed siding, and redwood finish lumber and pattern stock.

G-P fir finish and stepping in C and better grades also come now in plasticized kraft wrappings. Fir and pine lumber boards, dimension lumber, and small squares are unitized and steel strapped at the customer's request.

Georgia-Pacific produces 40 hardwood items. All of them are packaged for customers who express a preference for it. Some are automatically packaged in color-printed bags or strapped in bundles. Such items as underlayment and panel board are steel strapped in large bundles for mechanical loading.

Sales Boost

In fir plywood, ripplewood is now being marketed in 10-piece cartons. All GPX high-density overlaid plywood is steel strapped for the convenience of the customer. The same careful strapping treatment is provided with premium edge-sealed sheathing.

G-P officials claim that packaging forest products has proved to be of great value as a sales tool; as a protection to the product; and a big factor in ease of handling.

Further refinements in forest products packaging procedures are used by the company to keep a little ahead of competitive industries. ●

WASHINGTON SCOPE . . .

(Continued from Page 14)

SET ROAD TAX BOOST—Tug-of-war over raising the extra \$900 million needed each year to finance the highway program moved toward a showdown with the prospect of higher user taxes firmly set. The Senate was expected to go along in most respects with the House-passed formula. This calls for continuing the 4-cent tax on fuels, boosting taxes on large trucks, raising taxes on tires, tubes, and tread rubber, and taking existing vehicle taxes for road building. Only \$150 million of the total would come from general funds, which was approved when the House watered down some of the President's original proposals a little. New taxes would stand through 1972.

START AGENCY REFORM—Rebuilding of the federal regulatory agencies, including the ICC, is underway. The House Commerce Committee opened hearings on three agencies late last month (Securities and Exchange Commission, Federal Communications Commission, Civil Aeronautics Board), and planned hearings early in June on a measure to ban off-the-record contacts with these agencies. Sen. John A. Carroll, D., Colo., has introduced in the Senate four bills recommended by the Senate Judiciary Committee, including one to provide 10-year terms for members of such commissions.

LAWMAKERS EYE AGENCIES—The House Commerce Committee is going to keep an eye permanently fixed on such regulatory agencies as the ICC. Rep. Oren Harris, chairman of the Committee, has created a permanent subcommittee to continually study problems of delays in decisions, conflict of interest by members and staff, and generally to check the adequacy of laws under which these agencies operate. The subcommittee, which he will head, is a successor of a special group which in the past few years has probed these agencies.

HITS SHIPPER PRACTICES—An agreement under which a buy-and-sell broker leased equipment to a shipper to bring profit both outbound and inbound is not legal, an ICC examiner has ruled. Such a joint venture is a "conspiracy" producing an "unauthorized motor carrier operation," he said. In another case, another examiner called for changes in the law to give ICC regulation of shippers associations to prevent diversion of traffic. But he said that Atlanta Shippers Association under present law is exempt from regulation.

APPROVE CONTAINERS—Interstate Commerce Commission has ended the "sealtdank" controversy. ICC ruled that truckers may haul advanced types of stackable and collapsible containers, with only one proviso: They must be picked up and delivered by the carrier with his own trailer. The decision is in line with an earlier ruling on older Sealtdanks and similar devices.

TAX PLAN SCORED—President Kennedy's novel tax cut plan is under fire from all sides. Even his proposal to permit firms which buy new equipment to save as much as 30 per cent of their annual taxes is under attack. A firm would have to spend to get the break; benefits would vary considerably depending on a firm's established depreciation set-up, and it could give some companies a competitive advantage, opponents claim. It's almost certain that there'll be lots of changes in the program if it is adopted by Congress. Meanwhile, the administration is promising to push for personal tax cuts next year.

COURT TO SIFT TRUCK RULES—U. S. Supreme Court will look into at least some aspects of the so-called "gray area" of trucking regulation. The high court has agreed to review the meaning of "contract carrier" and whether owners of trucks leased to private firms are subject to ICC regulation. The first case involves ICC rejection of an application by a contract carrier to supply service on routes served by common carriers without regard to the lower rates it offered. A lower court ruled that the "adequacy of existing service" test is not permitted. In the other case, a lower court ruled that owners of vehicles leased to private firms are not subject to regulation because they don't control the equipment.

BOOST RAIL MERGERS—U. S. Supreme Court has smoothed the way a little for railroads seeking to merge. The court ruled the rails don't have to keep unneeded workers on the payroll after a merger in spite of current contracts as long as they give discharged employees adequate compensation. Also on the merger front, the Justice Department is asking the ICC to consolidate into one proceeding all pending Eastern railroad mergers so that the impact on shipping and travel can be studied and testimony not duplicated.

SEEK POSTAGE BOOST—Business costs will rise sharply if Congress goes along with a new White House request for higher mail rates. President Kennedy wants rates raised to bring in an extra \$741 million. First class mail would go up from the present 4 cents an ounce to 5 cents; post cards from 3 to 4 cents each; air mail from 7 to 8 cents an ounce and air mail post cards from 5 to 6 cents each. Higher rates are also proposed for advertising circulars, small parcels, and newspapers and magazines.

RAILS, TRUCKS BATTLE—The continuing feud between the trucking and railroads industries is flaring again. This time, the scuffling was touched off by Senate Commerce Committee hearings on a highly-controversial bill sponsored by Sen. E. L. Bartlett, D., Alaska. This measure would reverse the provision of the 1958 Transportation Act which the ICC interprets to require it to set rates without regard to the effects on competing forms of transport. It would require the agency to consider all competition. It is backed by truckers and the Teamsters Union, opposed by rails. Hearings brought bitter charges and countercharges. No action is expected on the measure this year, even by its backers.

(Resume Reading on Page 18)

NEW PRODUCTS

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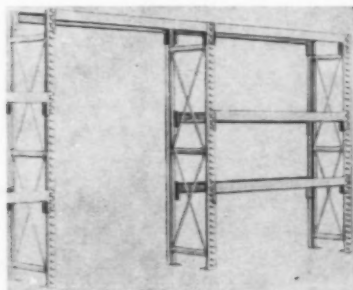
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and the product **NUMBER.**

New Standard Rack

Palmer-Shile Co. has announced the standardization of its Custom Series 75 rack. It features cold formed locks, wide adjustability on 3-in. cen-



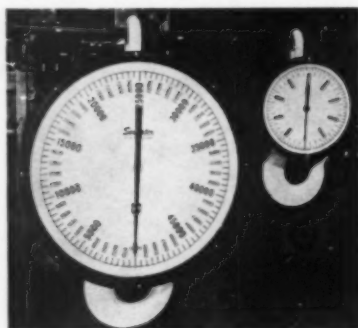
ters, and 16 possible sizes. For details about sizes and capacities, write to the editor. Ask for G9.

Computer Speeds

A computer that eliminates the two basic problems of previous models has been perfected by the **Borroughs Corp.** The problems that the new B5000 computer has eliminated are wasted manpower and unused speed. The use of both algebraic expressions and English language eliminates the cost and time of programming for each basic problem. This new machine actually tells the operator what to do, thereby eliminating human error, and the same program can be used on all sizes of this series. For details of this revolutionary computer development, write to the editor. Ask about G15.

Crane Scale

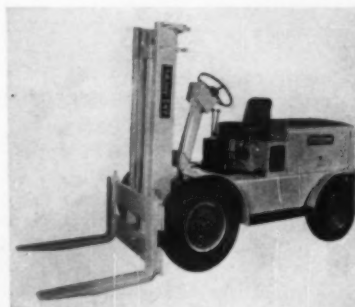
A scale that is light, accurate, and adaptable to many uses is marketed by **Martin-Decker.** The use of a Sensater mobile diaphragm makes the scale highly portable and eliminates the need for a central weighing station. It can be used to weigh incoming and outgoing shipments as



well as checking inventory. The construction of this unit makes it possible for the unit to be used under adverse condition without affecting the accuracy or the operation of the scale. For details about special applications, write to the editor, asking about G22.

Fork Lift Truck

A fork lift with automotive type features has been added to the present line of **Truck-Man Lift Trucks.** It has a 6000-lb capacity at 24-in. load centers. The truck features power



steering, 12-volt electrical system, and high-capacity exhaust system for quiet operation. The power steering eliminates much of the linkage thereby making repairs easier and increasing floor clearance. For more details, write to the editor. Ask for G3.

New Loading Truck

A new truck from **Stokvis-Multiton** makes it possible for one man to load and move flush bottom crates weighing up to 1000 lb. The truck uses its handle to lift the crate, then the



crate is rolled onto the truck and to its destination. A quick jerk on the handle releases the crate onto the floor. It has a built-in lock to prevent rolling. For details, write to the editor. Ask for G7.

New Rubber Door

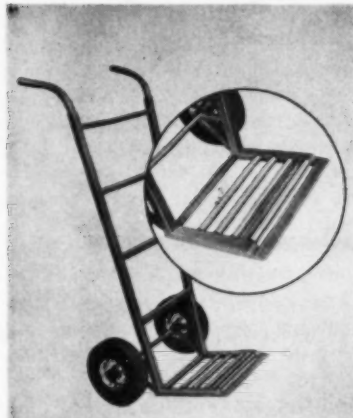
A rubber door with a flexible curtain that absorbs impact is made by the **Clark Door Co.** The Durador has a core of $\frac{3}{8}$ in. marine plywood with



a $\frac{1}{4}$ in. coat of live rubber at the bottom and a $\frac{1}{8}$ in. coat at the top to protect against damage by fork trucks. Another feature is the flexible rubber hinge that requires no special installation. Duradors come in stock sizes and industrial sizes. For more complete information, write to the editor. Ask for G20.

Roller-Face Handtruck

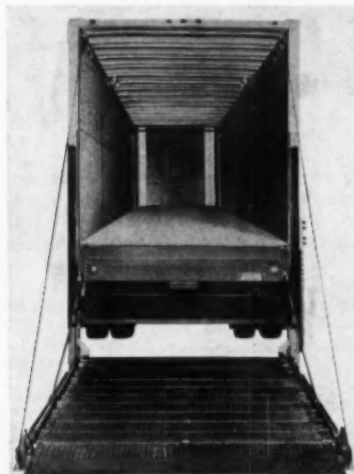
A handtruck featuring roller conveyor action is offered by Southeastern Manufacturing, Inc. Closer stacking of cartons and boxes is possible



with the new truck, as loads do not have to be moved by hand after unloading. The unit is built of electrically welded steel tubing and is fitted with ball bearing rubber tires. Write to the editor for details on this handtruck. Ask for E10.

Platform Ramp

A six-way door-platform-ramp said to eliminate most docking problems in assembly, loading, transfer, interchange, and unloading is offered by Kappen Sales Co. The device is essentially a full size door which also acts



as a lift, ramp and bridge. The unit is electrically operated and is controlled by levers on the truck or trailer and/or with a remote pushbutton station. Made in sizes for all truck and trailer bodies, it has a standard lifting capacity of 5000 lb.

For details write to the Editor. Ask for E4.

Reinforced Plastic Panel

For high light transmission with low upkeep, Butler Manufacturing Co. has introduced a fiberglass-reinforced plastic panel. It is guaranteed to retain uniform surface condition and to remain shatterproof. Ideal for skylights and windows, it is said to resist the deteriorating effects of

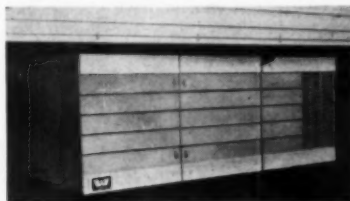


sunlight and water. It provides 90 per cent light transmission. A wide assortment of colors is offered.

Specifications may be obtained by writing to the editor. Ask for C24.

Refrigeration Unit

A new cooling unit for trucks hauling perishable goods has been introduced by the Worthington Corp. It has an operating range of -10 to $+75$ deg. The new unit, Model TDU-800, is a combination condenser and evaporator run by a Mercedes-Benz



diesel engine. It is 300 lb lighter than competitive units. It features an automatic defroster and thermostat and is equipped with pilot lights and instruments. The unit is mounted on a tray for easy removal and maintenance. Write to the editor for complete details. Ask for G2.

Belt Conveyor Cleaner

A new conveyor idler sleeve which improves cleaning action on belts during return flights has been developed by The Goodyear Tire Rubber & Rubber Co. Using two treads, it flexes the belt evenly as it passes over the idler rollers. Caked accumulation is separated from the belt and flakes off. The sleeves are built to the diameter of the idler roll.

For details write to the editor. Ask for C7.

Cushion Tire Truck

Hyster Co. has introduced a line of 2000 lb cushion-tire lift trucks. The SpaceSaver 20 line is designed to fit the operator and offer comfort



throughout the working shift. This means more production per shift. The engine is placed to facilitate service to all parts that require regular care. Two new filtering systems, for the hydraulic oil and carburetor are standard on the new line. Write to the editor for information about options and models. Ask for G21.

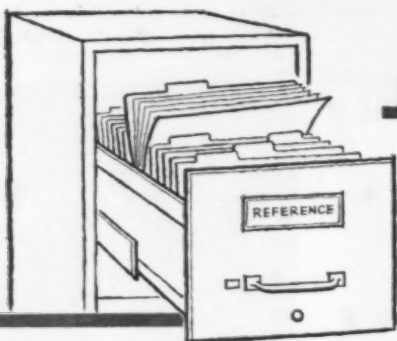
Dock Platform

The AAA Equipment Co. has a dock extension platform designed to be used in narrow alley ways. Trucks



can approach the dock from either direction and back up flush to load and unload. At the end of the day the extension is raised up flat against the building by a power hoist. Other models are housed in a shallow pit or simply set on the floor. Available in a variety of sizes and capacities. Write to the editor for information. Ask for G23.

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National Highway System

A 41,000 mile network of highways is scheduled for completion in about 10 years. A booklet discussing the effect of these roads has been produced by the **Automobile Manufacturers Association**. This booklet is a reproduction of the summary chapter of a 400 page report. If you would like to know what the construction of these new highways will mean to the nation as a whole, write to the editor asking for G33.

Special Truck Brochure

A book discussing the relative merits of special-duty fork trucks has been released by **Elwell-Parker Electric Co.** This case book explains the use of special trucks, weighs their economic value, and provides a check list that will aid the potential buyer in deciding whether to purchase a truck of this type. A further aid to the prospective buyer is the illustration of two case histories. To obtain your copy of this case book, write to the editor, inquiring about G31.

Plant Location Report

The **Allegheny Power System** offers a report on the merits of the 5 state area including Ohio, Pennsylvania, Maryland, West Virginia, and Virginia as a site for a plant. The report covers industry, living conditions, natural resources, labor supply, and other pertinent facts involved in choosing a site. Write to the editor for your copy of this illustrated report. Ask for H26.

Automotive Statistical Book

A book containing true facts and figures about automotive sales and ownership throughout the world has been printed by the **Automobile Manufacturers Association**. The book contains facts about sales of accessories, parts, cleaning preparations, and tires. Write to the editor. Ask about H6.

Port Development Report

The **Port of New York Authority** has a report on development of port areas on the North American continent. The report covers the 14 year period between 1946 and 1960 and shows port development by geographical areas. The report is illustrated with maps and charts showing growth of ports. For your copy, write to the editor. Ask for H5.

Philadelphia Port

The **Delaware River Port Authority** has an illustrated book about the port of Philadelphia and surrounding area. It is illustrated with aerial photography, maps, and artwork. Coverage of subject matter is complete. A description of the 11 ports on the Delaware is given along with facilities offered by each. If you would like a copy of this book, write to the editor, asking for H27.

Rail Car Air Filters

Two new air filters for pneumatic loading systems in rail cars are being made by **Fuller Co.** The new air filters are shown in exploded form for a better understanding of their operation in a pamphlet printed by the company. If you would like to see these filters, write to the editor for a copy of the pamphlet. Ask for H18.

Additive Information

The **Industrial Chemical Co.** has introduced a gasoline additive that converts carbon into a beneficial part of your fuel. This chemical, **Induco**, is fully explained to the buyer in an interesting book in a way that is new and different. If you are interested in saving as much as 18 per cent on your fuel bills, write to the editor for a copy of this book. Ask for H19.

Storage Space Utilization

A new 13 page book from **Penco Division, Alan Wood Steel Co.** shows the reader the common mistakes made by companies in using their storage space properly. The illustrated book shows shelving installations in various types of factories and businesses and also lockers and cabinets in actual use. Twenty-five models of shelves, cabinets, lockers, and bins are shown. For your copy, write to the editor. Ask for H8.

Engine Temperature Control

The temperature of the engine in a truck, whether it be gasoline or diesel, is a vital factor in economical operation of a fleet. This point is stressed and illustrated in a book by the **Kysor Heater Co.** The book explains engine heat in relation to wear, oil consumption, and gasoline consumption. The use of radiator shutters to decrease wear and increase economy is thoroughly discussed. Write to the editor for your copy. Ask for H9.

... Urban renewal

(Continued from Page 27)

The limit on reimbursement for most businesses is not a hardship. Payments to dislocated firms, including moving expenses and personal property losses, have been averaging just over \$1500. So the \$3000 limit would seem adequate.

However, about 20 per cent of affected firms have claimed expenses of more than \$3000. Almost invariably it is the larger firms—especially manufacturing firms with heavy or bulky equipment—that find the limit insufficient. The small businessman usually need not concern himself with the inhibiting influence of the payment limit set by federal law.

In order to be eligible for assistance of any type from the redevelopment agency, the business firm must remain in its old quarters until the building in which it is located has been acquired by the redevelopment agency or by the city. This applies whether the business firm is the owner of the building or simply a tenant.

This is important since over three-quarters of all firms are likely to be tenants. They may think, therefore, that they do not have any strong interest in remaining in the building. This is not the case. It is not unusual in every urban renewal project to find some businesses that have lost their right to reimbursement of otherwise perfectly legitimate expenses because they neglected this most important point and because of prior moveouts.

Technical Aid

The businessman who is forced out of his quarters because of redevelopment is also eligible for technical or other assistance from the redevelopment agency. This assistance can take the form of advice on space requirements and on the characteristics of a new location.

New Haven, Conn., for example, has hired a local real estate man as businesses relocation officer. His primary function is to keep abreast of the availability of local business and industrial space. He matches

dislocated firms with open space.

There are groups more than willing to help dislocated businesses. The Chamber of Commerce and the Real Estate Board are two. The Small Business Administration also offers a variety of services: relocation advice, technical assistance, special loan consideration.

Successful Relocation Patterns

Over 75 per cent of business firms dislocated by urban redevelopment and urban renewal projects in the U. S. have relocated successfully. Most of these have taken advantage of assistance. Few have been able to go it alone. Some dislocated firms have neglected assistance to their own regret. A Hartford liquor store owner bemoaned the \$1800 that he forfeited when he moved out before acquisition. A clothing store operator who gave up and went out of business two months after his move stated that he could have made it all right if his moving expenses and fixture dismantling and reassembly had been paid for.

Among the nearly 25 per cent of dislocated firms that go out of business or disappear some are submarginal and substandard operations which could not exist in any area or under any circumstances other than those of a slum area.

Of the firms which do relocate successfully, by far the largest proportion relocate in the same city. Nearly half relocate within one mile and well over a third, within one quarter mile. These firms seek new locations as close and as similar to the old ones as possible. Because they are oriented to strictly local markets, they seek new locations where they are still known.

Only about 20 per cent find that the business relocation personnel of the agency involved can discover new space for them. Even fewer turn to the SBA. The great majority of firms which relocate successfully are better off in their new locations within six months to a year.

Their business volume increases sufficiently because typically, they are more rationally located in space more suited to their specific needs. They are in a better position to take advantage of the merchandising or producing opportunity that their location offers them.

On the average, the relocated business reports chagrin at having stayed so long in inappropriate quarters. A businessman can increase his chances of survival and of success in a new location if he pays heed to notices from the redevelopment agency. By paying attention to official and formal communications rather than rumors, he will avoid hasty and ill-advised moves. In particular, he will maintain his eligibility for reimbursement of moving expenses and property loss, as well as other forms of assistance from the redevelopment agency.

The businessman should re-evaluate his location and space needs. Rentals will be higher.

He should seek out and accept assistance from all sources. For successful relocation, outside assistance is always a supplement to, not a substitute for, the businessman's own actions. He should stand ready to act independently if necessary. In some cases it is better to move prior to acquisition and forfeit his rights to reimbursement of expenses if a really attractive opportunity presents itself.

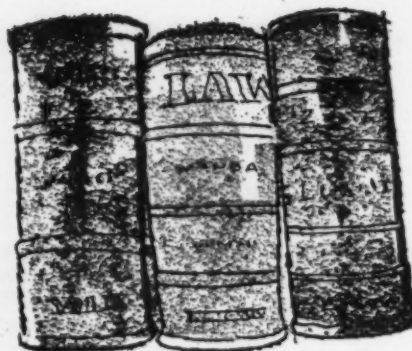
Urban redevelopment and urban renewal programs are underway in over 400 municipalities in the U. S. These programs involve physical transformation of large segments of cities with the inevitable results that the occupants of the project sites are forced to find new quarters elsewhere. The number of firms to be dislocated by the 661 projects outstanding on January 1, 1960, was estimated at nearly 100,000. New projects were expected to add at least 50,000 more such firms by 1970.

Most relocations involve small businesses: proprietorships or partnerships. The majority are in retail or service fields. Very few have as many as 25 employees and even fewer are branches of national or regional chain operations. *

(Resume Reading on Page 28)

within the Law

By Leo T. Parker
Legal Consultant,
Distribution Age



WAREHOUSING

What is proper delivery procedure when delivering to the holder of a storage receipt?

No warehouseman can, without possibility of future liability, deliver merchandise to the holder of a negotiable warehouse receipt when such receipt is not endorsed and does not show details of the transaction. Actually one who accepts a negotiable warehouse receipt, for any purpose, should at once notify the warehouseman that he is its present holder. He should tell the warehouseman exactly what signatures are to be accepted for releasing the merchandise covered by the receipt.

The warehouseman should be certain never to deliver merchandise on a negotiable warehouse receipt until he takes possession of the warehouse receipt. This is not so with respect to a non-negotiable warehouse receipt. It is not important for the holder to surrender a non-negotiable warehouse receipt to the warehouseman, who issued the receipt, before either a partial or total delivery of the merchandise referred to thereon. However, it is advisable that the warehouseman follows a safe procedure and take-up the receipt.

All non-negotiable warehouse receipts must be clearly marked "NON-NEGOTIABLE." Failure of the warehouseman to do so may result in future financial loss, as such unmarked warehouse receipts are negotiable.

A non-negotiable warehouse receipt can be transferred by assignment but not negotiated. The endorsement on such a receipt gives the transferee no greater rights than the transferor had at the time of the endorsement.

The warehouseman is not required to investigate whether or not the original holder of a non-negotiable warehouse receipt has transferred or assigned it. The warehouseman can deliver the goods, without any liability, to the original holder of the receipt whether or not the receipt is presented or delivered up at this time.

On the other hand, a person or company to whom a non-negotiable warehouse receipt is transferred has the

legal right to notify the warehouseman issuing the receipt of the transfer. He thereby acquires the direct obligation of the warehouseman to hold possession of the merchandise for the transferee according to the terms of the receipt.

How may stored goods be taxed locally with respect to interstate character of transactions?

Stored merchandise is not taxable while awaiting distribution by order of the owner to out-of-state purchasers. If goods are taken from interstate transit and stored in a warehouse such goods are not taxable by state or city authorities. The same is true of merchandise which remains technically in interstate transit, although stored temporarily in a warehouse.

On the other hand, goods are subject to state or city taxation which, for convenience of the consignor or consignee, as repacking, sorting, etc. are taken from interstate transit and stored in a warehouse.

Goods stored in a warehouse never are taxable if shipped from abroad and remain in the same unbroken packages.

If warehouse customer has a key to compartment in warehouse, who is responsible?

A higher court has held that if a bailor, owner of goods, holds a key to a private room in which his goods are stored, the warehouseman is not liable for theft of or damages to the goods.

For example, in *N— v. B— W— C—*, 188 N.Y.S. 244, the testimony showed these facts: The B— W— C— accepted goods from various owners for regular storage, and also rented rooms to other owners of merchandise.

One day the warehouse corporation rented "Room No. 4" to N— for \$85 per month, payable in advance.

N— placed his own lock on the door leading into Room No. 4. He kept one key, leaving the other key in the warehouse corporation's office. Also, N— from time to time sent truckmen to the warehouse to take out and

place in goods for storage in Room No. 4.

Later N— discovered that certain antique furniture was missing from Room No. 4. The value of this furniture is \$5600. N— notified officers of the warehouse corporation that these goods were missing and demanded that the warehouse corporation pay him this amount of money. The warehouse corporation refused to pay N— the value of the missing goods and he filed suit.

The court refused to hold the warehouse corporation liable and said:

"N— provided for his own control of the space and placed his own lock on the door. He used his own choice of truckmen to enter and leave the premises with his goods. There is a complete failure to prove defendants (warehouse corporation) negligent; there is no proof of a warehouse storage relationship. The court has no alternative but to direct judgment for the defendant."

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In *C— C— I— v. K— T— C—*, 321 S. W. (2d) 42, a state law was litigated which requires every trucking company whose trucks passed through the state to pay a franchise tax. A carrier which transported new automobiles through the state contested its validity. The truck line said that it violated the commerce clause of the federal constitution and was a direct burden on interstate commerce.

The higher court held this state law void and unenforceable, saying:

"We have concluded that the levy offends the concept of due process of law in both the state and federal constitutions because the property involved has no situs in Kentucky and we conclude also that the attempted levy violates the commerce clause of the Federal Constitution, Article I, Section 8, as a direct burden on interstate commerce."

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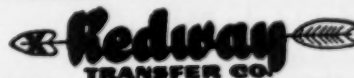
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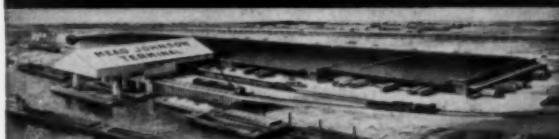
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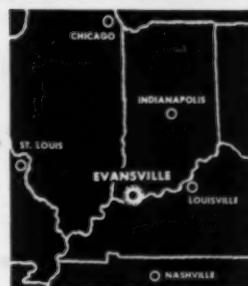
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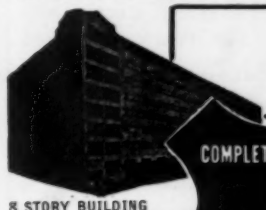
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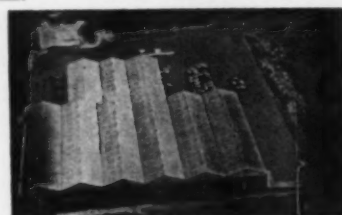
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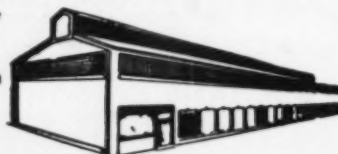
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... Men

(Continued from Page 18)

—Water

J. Kenneth King—as director of planning he will head the Port of Seattle's combined planning department and leases and rentals department.

Martin W. Oettershagen—named administrator of the St. Lawrence Seaway Corporation. Joseph McCann—deputy administrator.

Warehousing—Public

Mrs. Caroline Etzkorn—installed as president of the Women's Traffic Club of San Francisco. She is with Market Street Van and Storage there.



Alfred J. Hicks—elected president, United Van Lines, Inc. He is co-owner of South Side Moving & Storage Co., Kansas City, Mo.

Milton B. Chase—appointed to the board of directors and vice president in charge of sales of Belmann North American Co., Minneapolis.

Norman Duncan—named Eastern Division manager, United Van Lines; Ralph M. Kreyling—Northern Division manager; Joseph A. Schramm—Central Division manager; George C. Haines—Western Division manager; and Robert Lowry—Southern Division manager.

Joseph B. Shetler—made Chicago District Sales Manager for National Van Lines.

Albert J. Jamison—appointed manager of "Safe Guard" Moving Service.

Allen G. Haile—becomes the manager of the Jacksonville District Office of The Lawrence Co., field warehousing organization.

Henry Highnote—assigned to managership of the Southeastern Regional Office of Burnham Van Service, Inc., Atlanta.

William L. Chadwick—appointed vice president-sales of Weissberger Moving & Storage Co., Inc.

Walter A. MacLinn—appointed to U. S. National Institute of Refrigeration.

Edgar F. Raseman, Jr.—elected president, Kalamazoo County Chamber of Commerce. He is treasurer of National Storage Co., Kalamazoo, Mich.

D. H. Overmyer—re-elected a director, Transportation Association of America. He is president of D. H. Overmyer Warehouse Co.

—Private

Eugene J. Kelley—appointed manager of the West Coast warehouse of Skil Corp., San Leandro, Calif.

Materials Handling

Sheldon K. Towson, Jr. (left)—elected president and chief executive officer of The Elwell-Parker Electric Co. W. A. Meddick (right)—elevated to chairman of the board.



Obituary

William H. Day, former Director of the Transportation Association of America, and well-known transportation consultant, died recently at his home in Marblehead, Mass. He was the director of the Transportation Department of the Greater Boston Chamber of Commerce and a former president of the National Industrial Traffic League.

(Resume Reading on Page 23)

- Equipment
- Employment
- Buildings

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72'-6"	200 Ft.	46'-6"	22'-7 1/2"	68'-0"	25 Ton
70'-0"	288 Ft.	30'-0"	21'-6"	68'-3" (2)	10 Ton 15 Ton
70'-0"	272 Ft.	38'-0"	29'-6"	69'-4" (2)	10 Ton 15 Ton
30'-0"	160 Ft.	32'-0"	23'-6"	46'-10"	20 Ton
28'-9"	66 Ft.	22'-6"	16'-0"	26'-1"	5 Ton

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(1) 20 Ton	Crane	Milwaukee	69'-4"	Span
(2) 20/5 Ton	Crane	Shaw Box	65'-0"	Span
(1) 20 Ton	Crane (1949)	Milwaukee	46'-10"	Span
(1) 15 Ton	Crane	Northern	69'-4"	Span
(2) 15 Ton	Crane	Morgan	64'-6"	Span
(1) 10 Ton	Crane	Alliance	70'-0"	Span
(1) 10 Ton	Crane	P & H	69'-4"	Span
(1) 10 Ton	Crane	Shaw Box	69'-4"	Span
(1) 10 Ton	Crane	Shaw Box	64'-6"	Span
(1) 10 Ton	Crane	Alliance	64'-6"	Span
(1) 10 Ton	Crane	Milwaukee	65'-0"	Span
(2) 10 Ton	Crane	Alliance	60'-0"	Span
(4) 10 Ton	Crane	Alliance	56'-6"	Span
(1) 5 Ton	Crane	Alliance	64'-6"	Span
(2) 5 Ton	Crane	Alliance	61'-6"	Span
(1) 5 Ton	Crane	Cleveland	56'-6"	Span
(1) 5 Ton	Crane	Northern	44'-6"	Span
(2) 5 Ton	Crane	Alliance	40'-4 1/2"	Span
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Index of 1961 General Advertisers

A	
Acme Steel Company	4-5
Aeroquip, General Logistics Div.	
Alitalia Airlines	
Allis-Chalmers	2
American Airlines AIRfreight	
American District Telegraph Co.	
American Trucking Associations, Inc.	22
American Warehousemen's Assn.	
Mdse. Div.	58
Automatic Transportation Co.	
Back Cover	

B	
Baker Industrial Trucks, A Division of	
Otis Elevator Co.	
Brady Motofrate, Inc.	
Burlington Lines	1
Burlington Truck Lines	
Butler Manufacturing Co.	

C	
California Motor Express	
Carstens Manufacturing Co.	14
Central Motor Lines, Inc.	
Chesapeake and Ohio Railway	
Clark Equipment Co., Ind. Truck	
Div.	20-21
Colson Corporation, The	
Consolidated Freightways	
Container Transport International	
Inc.	60
Continental Airlines	32
Cooper-Jarrett, Inc.	54

D	
Days Transfer, Inc.	
Delta Air Lines	53
Denver Chicago Trucking Co., Inc.	
96 & Third Cover	
Denver & Rio Grande Western	
Railroad	58

E	
Eastern Express, Inc.	
Exide Industrial Div.—The Electric	
Storage Battery Co.	10

F	
Federal Barge Lines, Inc.	
Firestone Industrial Products Co.	
Frisco Railway	

G	
Goodrich Tire Co., B. F., Div. of	
B. F. Goodrich Co.	
Gould-National Batteries, Inc.	
Great Northern Railway	19
Greyhound Package Express	37

H	
Hertz Systems, Inc.	
Hyster Company	31

I	
International-Stanley Corp.	
Interstate Motor Lines, Inc.	56
Interstate System	

J	
Jiffy Manufacturing Co.	61

L	
Link-Belt Company	15
Louisville & Nashville Railroad	

M	
Mack Trucks, Inc.	
Magline, Inc.	61
Milwaukee Road	
Monroe Company, Inc., The	60
Moto-Truc Co., The	Second Cover

N	
National Castinas Co.	43
National Truck Leasing System	52
Navan, A Subsidiary of North	
American Aviation, Inc.	
New York Central System	26
Nickel Plate Road	
Northern Pacific Railway	24-25
Norwalk Truck Lines, Inc.	

P	
Pacific Intermountain Express	
Pan American World Airways	17
Port of Oakland	34
Portland Public Docks	57
Pullman-Standard Div. of Pullman,	
Inc.	48-49

R	
Raymond Corporation	
Rock Island Lines	45

S	
Santa Fe Railway	59
Seaboard Air Line Railroad	41
Southern Pacific Co.	51
Speaker Sortation Systems, Inc.	50
Spector Freight System, Inc.	13
Stokvis Multiton Corp.	55

T	
Tier-Rack Corporation	16
Towmotor Corporation	
Trailer Train	
Trans World Airlines, Inc.	

U	
Union Pacific Railroad	39
United Air Lines	6

Y	
Yale & Towne Mfg. Co. Yale Mat.	
Hdng. Div.	
Youngstown Steel Car Corp.	



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Owensboro, Kentucky	MU 3-5363
Phoenix, Arizona	AL 8-5321
Pueblo, Colorado	LI 3-4425
St. Louis, Missouri	EV 5-3959
Seattle, Washington	MA 4-3850
Syracuse, New York	HA 2-5177

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Boston, Massachusetts	HU 5-9685
(Marlboro, Mass.)	
Cincinnati, Ohio	HU 1-8165
Dayton, Ohio	BA 2-5082
Milwaukee, Wisconsin	DI 2-4110
New York, New York	WL 7-6968
Philadelphia, Pa.	LO 4-1360
(Springfield, Pa.)	
Portland, Oregon	CA 2-4500
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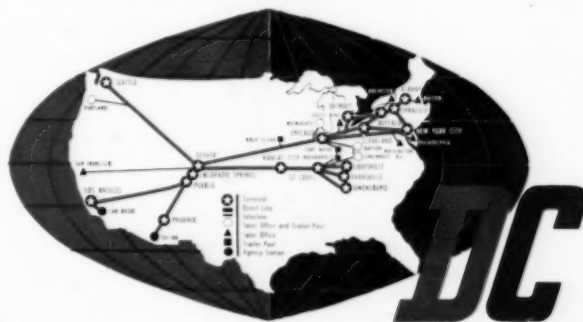
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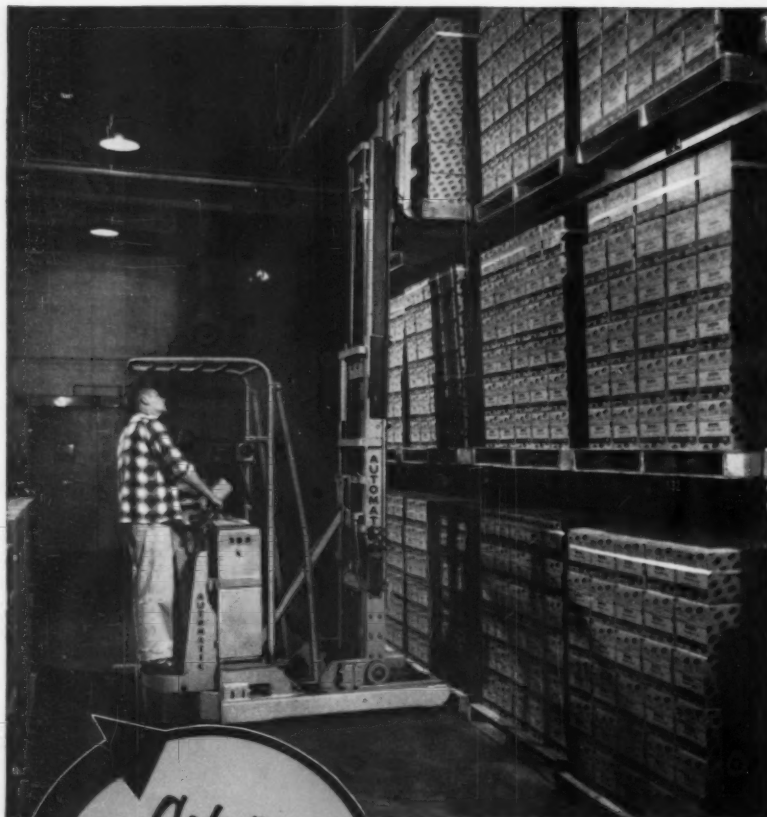
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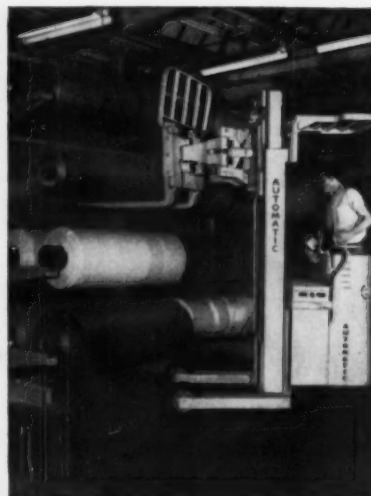


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